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NOTE THE NEWS PICTURE SERIES BEGINNING IN THIS ISSUE

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JANUARY 4th, 1918 No. 1

Welch's

"The National Drink"

Becomes better liked each year. Many who have tried Welch's because of the temperance wave have developed into permanent users because they found Welch's not a cheap summer drink, but a delicious beverage with real food value.

The Welch plant at St. Catharines was built with one idea—to maintain Welch Quality under all conditions. So when you sell Welch's you know you are handling "legal tender" and its ability to satisfy will bring you cash, not paper, profits.

1918 should net you a greater return than ever. We shall be glad to help your sales with the right sort of display material.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

YOUR PROFITS

You now have the opportunity to investigate and know which lines are paying you *real profit*.

"Profit" does not mean so much discount, but the results after the selling cost, depreciation, investment and turnover are considered.

O-Cedar Products have no depreciation; require small investment, have small selling cost, and pay a good margin. The turnover is quick and frequent. O-Cedar Products pay you a *real* profit.

O-Cedar Polish and O-Cedar Polish Mop enjoy a real good demand, due partly to the extensive advertising of their merits. The O-Cedar merits will be advertised more than ever, therefore the demand will be greater than ever before. Know your profitable lines and push them. Ask your jobber about Special Assortments and Profit Deals.

O-Cedar Polish

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

KING GEORGE'S NAVY

CHEWING TOBACCO

Will win you bigger 1918 Tobacco profits

Resolve now, at the beginning of the year, to make your tobacco department really worth while

Never let your trade forget the fact that you carry a good supply of King George's Navy.

The demand for it is always good and every sale gives you a good wide margin.

Rock City Tobacco Co., Ltd.

Borden Popularity

spells bigger revenue for those aggressive grocers who keep their Borden supplies well displayed—always.

Why should you not be one of these to profit by the fast-growing Borden demand?

Remember, the demand *is* big and is growing constantly because of our widespread consumer publicity.

Get linked up with this. Get a good Borden display working for you right now. Never let your customers forget the fact that you sell and recommend Borden's—"the leaders of quality."

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

The Original and Leading Brand Since 1857.

Bristol, Somerville & Co.

The business operated for some years back under the name of Geo. E. Bristol & Co. will, after Dec. 31st, 1917, be known as Bristol, Somerville & Co., Mr. S. W. Somerville being admitted as a partner with myself in this business.

Thanking the trade for liberal patronage in the past and trusting, with efficient service and good values, to have a continuance of same,

Geo. E. Bristol.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

LICENSE FOR RETAILING MARGARINE.

Please advise if it is necessary to have license to retail margarine.—Sydenham, Ont.

Ans.—No license necessary except when goods are imported from across the line. Retailers do not require licenses.

THE INDEPENDENT GROCERY CO.

Can you give me any information re the above firm.—Ridgeville, Ont.

Ans.—The Independent Grocery Co., Windsor, Ont., has operated under several names during the past few years. The principle under which it operates is to use some well known branded goods as a bait to sell other goods of inferior quality. It is not possible to buy one thing alone, they must be bought in combination. Under the proposed regulation outlined in the issue of Dec. 21 such companies could not operate under their present methods.

LIST OF PATENT MEDICINES.

Where could I get a list of drugs and patent medicines, etc., that a grocer may sell—also give addresses of wholesale fish firms.—North Cobalt, Ont.

Ans.—See article page 24, issue Dec. 21, re drugs and patent medicines. For definite list of articles that may be sold, apply for a copy of the Pharmacy Act to W. D. Graham, Ontario College of Pharmacy, 42 Gerrard St., Toronto.

The following are the names of wholesale fish merchants:—White & Co., Church St., Toronto; J. Bowman Co., Jarvis St., Toronto; F. T. James Co., Church St., Toronto; D. Hatton Co., Montreal, Que.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

CLARK'S

Canadian Boiled Dinner

THE COMPLETE MEAL

Choicest Beef and Selected Vegetables Perfectly Balanced and Ready Cooked

ASK YOUR JOBBER FOR SUPPLY

You will find this a popular and rapid seller.

W. CLARK, LIMITED MONTREAL

JAPAN TEA

Used by discriminating people who have become acquainted with its matchless flavor and aroma, Japan Tea, grown, cured and packed under the control of the Japan Tea Growers' Association, will always be found pure, free from dust, stems and broken leaves.

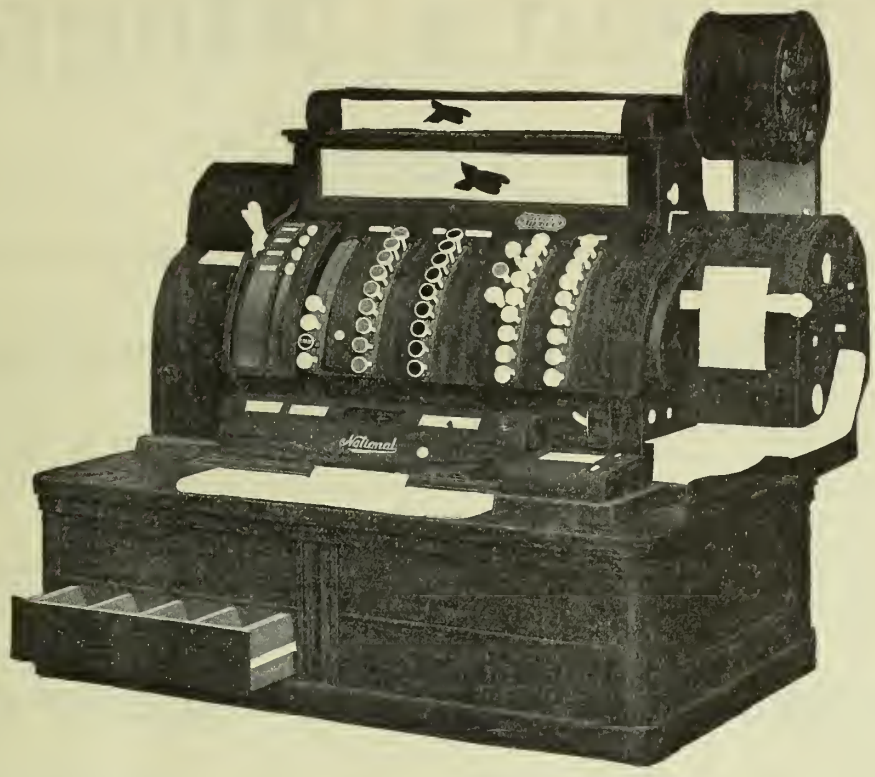
The Japanese Government prohibits adulteration and coloring of Tea.

ON SALE AT ALL GROCERS

Consumer Ads. like this are creating a still bigger demand for Japan Tea.

THE delicious excellence of Japan Tea, coupled with a brisk consumer advertising campaign, has made this delightful beverage a certain quick seller in every community. Ads. like the one shown here are influencing *your* customers and a display will convince you that the Japan Tea demand is indeed worth while. Your wholesaler carries Japan Tea.

The Most Important Factor



Mr. Merchant:

THE most important factor in the success of any business is the *man* behind it. The business is but a reflection of its director.

If he is ambitious, energetic and intelligent, he will watch his business closely, discover every weakness, and painstakingly nurse it through to success.

He will seek advice, improve his knowledge and increase his efficiency so that he may know how to cure the ills of his business.

Too many men are self-satisfied and refuse to follow the methods that have brought success to other business men.

Think of the ten most successful men in your own line of business and ask yourself why they succeeded.

National Cash Registers are not cure-alls, but they have helped the most successful merchants in the world and they can help you.

Send for our literature and talk with our representative, because we have made a study of curing a great many of the troubles that beset the storekeeper.

Cast aside indifference and determine to improve your business in 1918.

The
National Cash Register Company of Canada Ltd.
Christie Street TORONTO

MacLean's Magazine

for JANUARY

Chasing the Submarine—by a Canadian

A CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MacLean's the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MacLean's to get this story for the Canadian people. Successes of this sort have made MacLean's go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

Ships—more ships—and yet more ships

THIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

"Jim" by Robert W. Service

A POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender. One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

Adam and Arthur William Brown, Brothers

ADAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

A New Serial by Alan Sullivan

ALAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Heming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

REVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

At All News Stands, 20c.

She Saved!

He was enjoying a salad, when, thinking it tasted a bit unfamiliar, he asked his wife what he was eating.

His patriotic spouse replied: "Why, George dear, it is a Hoover cauliflower au gratin salad, which I made of a little boiled rice, nicely seasoned, and one grated carrot!"

So we're all living and learning.

We're saving in food in many directions.

A

SHERER COUNTER

saves food in 31 different directions. It keeps 31 articles unbroken, clean, safe, and wholesome.

This results in profits saved for a grocer in amount beyond all belief. A Sherer pays for itself, through savings alone, in a very short while, and its advantages, other than savings, are many.

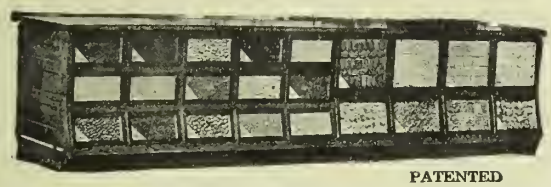
You should know what it does. It does all that we say! Write us about it. You'll be glad if you do.

Booklet AC is what you want.

SHERER-GILLETT COMPANY, LIMITED

Patentees and Manufacturers

Guelph, Ontario

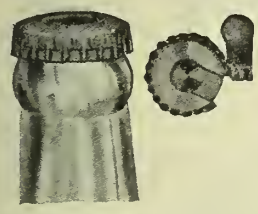


PATENTED

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO



Handycap

This is the bottle cap you require, much superior to others in the market. Why not try it? Used by the largest catsup, vinegar, etc., manufacturers in Canada.

J. E. Beauchamp & Co.

MONTREAL

AGENTS:

P. A. C. McIntyre & Co., Winnipeg: Lynch & Manley, Toronto; H. C. Brennan Co., Ottawa: Landry & Simard, Quebec.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

This Space is Yours
For $2.50
On Yearly Order

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. E., Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.
Wholesale Commission Brokers and Commission Agents
We can handle a few more good lines. Storage Warehouse and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE
GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont
Est. 1907. Write us.
Correspondence Solicited.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

Have you any
POTATOES, BEANS
to offer? If so, forward me full particulars.
FRED J. WHITE, Broker
Board of Trade Bldg. - Toronto, Ontario

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Grocery Advertising
By Wm. Borsodi
It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.
ALL ORDERS PAYABLE IN ADVANCE.
PRICE $2.10 Post Paid.
MacLean Publishing Co.
143-153 University Ave., Toronto

Hamblin-Brereton Co., Limited
Wholesale Grocery and Confectionery Brokers
KITCHENER WINNIPEG CALGARY

If you will repeat last year's business with us you are doing yourselves a good turn and helping us as well.
W. H. Millman & Sons
TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

More Lines Wanted
Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.
I cover the territory from Sudbury to Hearst and also the Porcupine District.
"On the Job All the Time."
If you want results write me.
A. Lalonde
Post Office Box 123. TIMMINS, ONT.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving, General Manager Western Canada
TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

Results Furnished
C. B. HART, Reg.
Wholesale Grocery & Merchandise Brokers
489 St. Paul Street W., Montreal
Efficiency Guaranteed

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

For Information Use the Enquiry Blank Elsewhere In This Issue

To make it more convenient and to encourage you in sending questions, we are having this Enquiry blank printed each week.

This service is for *YOU* and will only be of benefit when you use it.

Send your enquiries along, they are welcomed. This service is *free* to subscribers.

USE THE BLANK FORM

Canadian Grocer
ENQUIRY DEPT.
143-153 UNIVERSITY AVE. :-: TORONTO

Speed, Economy, Security

Speed in production is one of the absolute necessities of the present. Anchor Caps come to you all assembled ready for use and Anchor machines will seal up to fifty jars a minute.

Economy in your methods means full results from quick operation. Anchor Sealing methods effect a large saving in labor and reduce your loss through breakage to the vanishing point.

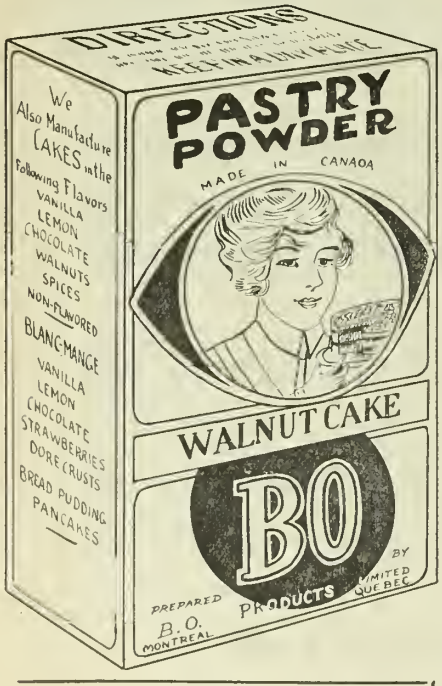
Security for your goods after they leave your factory, is made sure by Anchor Caps. They are absolutely liquid and air-tight. They prevent leakers and protect your goods from any outside contamination. Once sealed with Anchor Caps, nothing can be added or removed from them, and your product reaches the consumer with its full flavor and freshness unimpaired.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO



DIRECTIONS
Pour the contents of this box in a dish and add one tablespoonful of melted butter and enough milk to make a regular cake dough. Put immediately in the oven. This powder is prepared with the purest ingredients and will give you perfect results, economically and without trouble.

Low Cost
Little Trouble
Sure Satisfaction

Each package is ready to use—no additions required. Mix with milk and a small piece of butter—then bake!

A Delicious Cake At Minimum Expense

This is a line that you cannot afford to be without. It has met with splendid success wherever tried.

We also manufacture other ready products—Pancake Flour, Bread Pudding, Dore Crust, Blanc Mange (4 flavors).

WRITE US TO-DAY FOR PRICES.

B.O. Products Co., Limited, Quebec, P.Q.

The Keating Calendar

Keating's Insect Powder is in demand all year round. Order now for present and future requirements

OCTOBER, NOVEMBER, DECEMBER, JANUARY, FEBRUARY, MARCH.

In the home Keating's will be continually in requisition against Bugs and Roaches. Hunting parties in October will carry Keating's into their camps.

APRIL AND MAY.

House cleaning and the time for putting away winter furs and blankets. Moths now appear. Mosquitoes likely to become a pest in May and remain until the warm, dry weather.

JUNE, JULY AND AUGUST

Summer holiday season, Keating's in demand, when locking up the house, as a protection against moths in the furniture, carpets and draperies. Flies, Fleas, Ants and Mosquitoes in general evidence and a particular worry in summer camps and cottages.

SEPTEMBER

Flies are most tenacious. To kill or drive them out of doors use Keating's as a fumigant. Extra precautions also necessary against Bugs, Roaches and Ants.

Made by Thomas Keating London, England Established 1788

Sole Agents in Canada

Harold F. Ritchie Co., Ltd.

10-12-14 McCaul St., Toronto

No Money in Sugar But Profits in Raisins

Every time you sell a pound of sugar you perform practically a free service. Moreover, we are all urged to save sugar.

Let Sun-Maid Raisins Supply Sugar

Every time you sell a package of Sun-Maid Raisins you make a good profit, and you perform a real service. Because the sugar in raisins takes the place of white sugar. Tell your women patrons to cook raisins with plain foods: with rice, breakfast foods, corn bread and other war-time dishes. Let raisins take the place of sugar—they increase food value and add flavor.

Our Advertising Helps You Sell

Look at the powerful Sun-Maid advertisements in national magazines. All these ads are written to help you sell more raisins. Our interests are the same: We want to sell raisins, and so do you.

Victory Penny-Buns

These delicious war-time dainties are being made by bakers everywhere. If you handle bread, be sure to have your baker keep you supplied with Victory Penny-Buns, the war-time treat. A mere suggestion sells them.

California Associated Raisin Co.

Membership 8,000 Growers

FRESNO, CAL.

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY

HAMILTON, ONT.

TRADE MARK KEYSTONE BRAND REGISTERED

ARE YOU PROFITING

by the

Big Demand for

KEYSTONE NUGGET BROOMS

The broom women demand by name

?

Write for Prices, etc., to

Stevens-Hepner Co.,

LIMITED

Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

If any advertisement interests you, tear it out now and place with letters to be answered.

Mr. Bruce's Counsel

SPECIFICALLY APPLIED, MR. BRUCE'S COUNSEL may be said to recommend that business men should read every week THE FINANCIAL POST OF CANADA, to inform themselves concerning current events in the realm of Canadian business and public affairs.

Frank E. Mutton, Vice-President of the International Time Recording Company, of Canada, wrote the following letter to the publishers of THE POST:

Attention, Editor:

Recently we sent you a subscription covering the delivery of THE FINANCIAL POST to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact that, in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this country. Your paper contains information invaluable to any traveling representative of any firm.

(Signed) F. E. MUTTON.

Dated Oct. 12, 1917.

IN effect, THE FINANCIAL POST represents a Current Events Club, met weekly for the consideration and study of current affairs in Canada in relation to itself and the world at large. It represents the assembly of many, many surpassingly well-informed contributors who discuss intelligently, lucidly and proportionately, Canada's public and business affairs. No more stimulating and worth-while paper is published in Canada for the man who wants to be able to talk confidently, at the club, luncheon, board meeting, business council, public meetings, about Canadian public affairs.

THE price, $3, is nothing to the man who really wants to know. Three dollars spent for knowledge that multiplies a man's power and pleasure and satisfaction is a small, small sum to pay. We make our appeal for subscriptions to men who really want to know and who will take time each week-end to read profitably.

If you are willing to give this time, prove it by signing and mailing the coupon below

The Financial Post
of Canada

.....1917

THE MACLEAN PUBLISHING CO., LIMITED,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST. I will remit year's subscription, $3.00, on receipt of bill.

Name .....

With .....
(Name of firm, etc.)

C.G. Address .....

Talk Current Events

A Talk by H. Addington Bruce, Author of "The Riddle of Personality," "Psychology and Parenthood," Etc.

WHAT do you know about the doings in this great world wherein we live?

Do you try to form a really intelligent and well-considered opinion regarding events the world over?

Do you ever discuss their significance with friends and neighbors?

If asked what you think of any particular event, you are perhaps ready with an answer. Is your answer anything but a snap judgment, determined by prejudice rather than by reasoning analysis?

I put these questions not to be disagreeable, but because, if necessary, I want to spur you to appreciate the value that there is in discussion of current events.

Many people, fortunately, appreciate its value instinctively. Perhaps you are one of these. Many others are beginning to appreciate it.

This is shown by the growing popularity of clubs and classes on current events.

Only a few years ago such clubs and classes were almost unheard of. To-day most of our bigger cities have half a dozen of them or more.

In one city—Boston—a talented woman of my acquaintance draws an income of thousands of dollars a year from her leadership of current events classes.

Other men and women have similarly discovered that interest in current events is increasing so rapidly that they can well afford to organize classes like those conducted by the Boston woman.

Still, there remain many people—thousands of people—who never discuss current events. Many thousands more discuss only such events as come under the headings of "crime," "the theatre," and "sports."

These are the people I want to reach. They are the people I want to rouse to recognition of the practical helpfulness they will find in discussion of current events in general.

Current events clubs and classes might well be organized in every neighborhood, with weekly meetings to take up the outstanding happenings in international affairs, national politics, literature, art, music, science and industry.

Regular attendance at, and active participation in, these meetings will prove to be an education in itself.

It will enlarge the mental horizon and broaden the moral sympathies. By disciplining the mind to active thought it will raise the level of workaday efficiency.

It will make for a more alert, a more conscientious citizenship. It will give zest and color to a life which perhaps has hitherto been pathetically drab.

Unsuspected powers will be awakened. With a better grasp on the realities of life, the whole personality will expand.

One evening a week is certainly not too much to give to a discussion of the day-to-day developments in our wonderful world.

It may mean doing without an evening at cards or at the musical comedy, or at the dance hall. But this, after all, is not a terrible sacrifice.

And from the occasional talk over current events will come more profit than could possibly come from any number of evenings spent in card-playing, dancing, or listening to musical comedies.—Reprinted from the Toronto Daily Star.

Thank You!

This is Our Heartfelt Appreciation

to all our patrons of 1917 and former years. May our business relations for 1918 be as pleasant as in 1917.

DOMINION CANNERS LIMITED HAMILTON, CANADA

The Seal of Quality

Dominion Canners Limited
Hamilton - - Canada

FINEST CRYSTAL GELATINES
Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

Quick Sales and Good Profits

Populaire's Egg Powder is no longer an experiment—It is a proven success. A ten cent package equals a dozen eggs.

Your customers will buy on sight.
Write us for prices

The Imperial Co. Reg'd
645 ST. VALIER STREET - QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

Showcases
Wallcases
Silent Salesmen
Counters
Shelving
Store Fixtures
of every description.

We have 35 years' experience at your service.

Anything from a common Two by Four to the finest Cabinet Work.

Let Us Hear From You.

G. W. Murray Co., Limited
WINNIPEG

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying
IMPERIAL
Maple Cream
Butter?

CHARBONNEAU LIMITED
330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

WHY NOT?

When you sell Condensed Milk and Coffee lines why not sell the brands that are right?

Particularly when they are Canadian-made Products, equal in every way to the imported lines.

Malcolm Milk Products

are strictly Made-in-Canada by the only All-Canadian Condensed Milk Company.

Dealers handling the Malcolm lines find the demand always good and especially good during the social season when their great utility and convenience appeal to every housewife.

Get a supply of Malcolm Milk Products now and secure a share of the growing demand.

There are lots of Canadian-made goods which do not feature this, but we are the only strictly Canadian company.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c. per 100 lbs.

The MALCOLM CONDENSING CO., LTD.
St. George, Ontario
The All-Canadian Condensed Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

Wouldn't you like to get rid of the worry of trying to match your "last" bulk tea?

To save your clerks' time in weighing and tieing up bulk tea?

To save the profit you lose in giving overweight?

You can do so by selling Red Rose Tea. You can also save storage space and make more rapid turnovers.

A smaller quantity of Red Rose packages will give you an assortment of the different grades of black, green and mixed than you would have to buy of bulk tea.

Every way you look at it, Red Rose Tea is a good tea for the grocer to make his leader.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN TORONTO WINNIPEG CALGARY

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

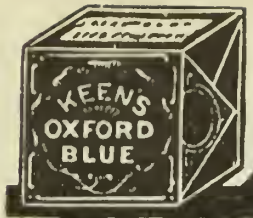
"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade.

Send for your copy TO-DAY. The supply is limited.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO



Keen's Oxford BLUE

A Keen's Blue display on your counter, window or shelf will be the connecting link between your store and the wide demand for this "Blue of Blues."

Everybody knows Keen's Oxford Blue. Good grocers everywhere are selling it and winning good profit and better customer satisfaction thereby.

Never be without a display of Keen's. Begin featuring it to-day and keep it up. Write us for a special display show card.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL **30 Church Street, TORONTO**

REMEMBER

COWAN'S COCOA—

"Perfection Brand" Purest and Best

SELL IT!

PUSH IT!

B-24

CANADIAN GROCER

Vol. XXXII. TORONTO, JANUARY 4, 1918 No. 1

The Coming Year a Year of Promise

Manufacturers and Wholesalers Look Forward Optimistically to the Future—General Report of Satisfactory Conditions During the Year That Has Passed—Satisfactory Credits a Notable Factor in Business.

IN looking back over the business of the past year wholesalers and manufacturers are inclined to view the retrospect with a considerable amount of satisfaction. The year has certainly not been without its difficulties, and in some cases these difficulties have been of such a nature as to curtail business, or in others to so increase the cost of goods that to make an improved showing over former years has been an impossibility. Nevertheless, there is a general feeling that there is a good ground for satisfaction in the showing of the past years. The difficulties, where these have existed, have been largely matters of obtaining supply, and there is no lassitude as far as the purchasing impulse is concerned.

Credits are after all the final basis on which to judge the solid basis of the success of a year's trading, and in every instance credits are reported of a very satisfactory nature. Money is apparently plentiful among all classes of the people, and as a result there is no tendency to neglect to meet business obligations.

As far as the ensuing year is concerned, prospects appear to be satisfactory. There is a general feeling that there is no positive way to judge the matter, as so much unquestionably turns on the trend of world events. Unquestionably, however, the tendency is to look forward optimistically to the opening of another year.

Increased Business, But Profits Not Improved

The manager of a large Ontario canning concern writes:

"The year has been successful from a business standpoint.

"The increased business, however, has not compensated for the advanced cost of our raw materials, because such advances were abnormal even for war time, and were attributable to the general failure of the Ontario fruit crops.

"Business conditions have been good, because money has been plentiful.

"Credits also have been good. We have not lost a dollar. We attribute this to proper care in granting credits and general good conditions.

"As for the future, it is entirely problematical. In our opinion it depends upon the duration of the war and the continuation of war contracts, both of which are big factors in the present good business conditions."

Business Limited by Supply

W. R. Drynan, of the Dominion Canners, reports a very successful year. This he attributes to the improved business conditions due to the war. As far as credits are concerned, he continues, they have been satisfactory, due largely to the fact that there is more money in circulation owing to Canada's increased production of raw materials, foods and manufactures.

"As to the future, indications point at present to a business limited by the available supplies—that is to say, the demand will likely exceed the supply; but, of course, we may be said to be sitting on the top of a dormant volcano, and the only thing for all business men to do is to be prepared as far as possible for the worst or best, whichever way it may come out."

The G. Washington Sales Company, writing from New York, state that their business in Canada during the past year has been satisfactory in every particular.

A Reason for Satisfaction

W. H. Millman & Sons, Toronto, speak of a satisfactory year's business. Not that business showed any marked improvement over the previous year, but under existing conditions to maintain the former year's standard is, they believe, a matter for satisfaction. Credits, again, they find, have been very satisfactory. Everyone seems prosperous. As for the future, it is hard to estimate, but the prospects would appear to be fair.

Fish Handlers Prosper

The D. Hadden Company, Montreal, speak of a very successful year passed. "The fish business during the past year has been very good," they write. "Due to advertising done by individual firms and the Government and the scarcity, and consequently high prices of all good products, the demand has been increasing constantly. The turnover is much larger than last year and the business all around should show a good margin of profits. The fishing has been exceptionally good—one of the largest crops recorded in the country, and it should prove a value of about $60,000,000 when figures are recorded. We have been satisfied with collections. Our losses with bad accounts are less than any year we have had since we are in business. We expect a good business for next year in our line, as fish as a food is becoming more and more popular, and as there is no possibility of increasing to a large extent the production of butchers' meat for a few years yet."

Scarcity of Goods the Drawback

Scarcity of goods has been a serious factor in the success of many businesses, is the opinion of A. P. Tippet & Co.,

Montreal. "Business has been satisfactory," they write, "so far as we know, to anyone who had any goods to sell; however, we should say it had been very successful because the price of almost everything has constantly advanced, and those who bought at earlier and lower prices necessarily got a good profit.

"We should say, however, it has not compensated for the increases, so far as we are able to judge. Except in so far as people are having their business more closely in hand, we don't know that conditions are very much better—that is, of course, a distinct gain, but so far as conditions are concerned they are absolutely atrocious on account of transportation problems, and, may be also add,a little owing to the "indiscreet" Government interference.

"Credit has been good—quite satisfactory. As for our estimate of the probable business conditions during the ensuing year, we should think the likelihood of profits being equal to the last year were less. As to business being as large, or being as good, we don't think a Philadelphia lawyer could answer this. We would give a good deal to know, but it does rather seem to us as if it could not be as good on account of the uncertainty with regard to peace.

"If, for example, we were quite sure the war was going to be carried on for another 12 months or 24 months, it would give a certain stability to business that cannot exist where we don't know whether it is going to or not."

Credit Condition Good

Hugh Walker & Son, Guelph, Ont., write as follows:

"The past year has been successful from a business standpoint; that is in volume of business, although expense of doing business has increased largely. While business has shown some improvement, profits have not shown up any better on account of increased costs.

"We have found credit satisfactory. We account for this by reason of better wages that the mechanics and others have usually been getting.

"We believe that business conditions in the future should continue good, although it will be more difficult to get deliveries promptly from railroads owing to scarcity of help and cars. Railroads are not able to handle shipments promptly."

The Oval Wood Dish Company of Toledo, Ohio, are enthusiastic over their Canadian trade, both past and future.

"Our operation," they write, "during the past year has been limited only by the capacity of our factory for production. In every particular business has been most excellent, and settlements have been on an eminently satisfactory basis.

"The indications are unmistakable that in 1918 we will still find a demand that our factory's capacity cannot entirely supply. We are completing a large plant in the Adirondack Mountains.

(Continued on page 42.)

P. B. Tustin, a New Figure in the Trade

A Sketch of the Man Who Will Superintend the Merchandizing of Food From Coast to Coast

By Staff Writer at Winnipeg

WHO is this P. B. Tustin who will superintend the merchandising of food stuffs from Coast to Coast? For a number of years he has been employed in Winnipeg as chief food inspector. When he was appointed food inspector seven or eight years ago the first thing he did was to go after an alderman whom he charged with having several thousand loaves of bread which

P. B. TUSTIN

were not full weight. The alderman was prosecuted and a conviction obtained. Many people expected to see him lose his job as a result of this, but he is still there.

He figured prominently in the McKerchar case. It will be remembered that three years ago a well known Winnipeg retailer of that name was charged with supplying poor quality food to one of the city charitable organizations. Mr. Tustin was one of those who gave evidence, and the evidence was in favor of Mr. McKerchar. This must have gone a long way in securing Mr. McKerchar's honorable acquittal, for his evidence carried tremendous weight.

Mr. Tustin came into touch with the grocery trade of Winnipeg through the fact that when there was bad food anywhere, he decided what was to be done with it. If it was unfit for human consumption, no money in the world could save it. Any dealer who tried to get by and was caught paid the full penalty. Eventually a feeling of co-operation rose between the grocers and the food inspector's department. It was agreed that doubtful food should be put on one side, if it was good the department would permit it to be sold, if it was not, it was destroyed. His dealings were so obviously square that everybody was satisfied.

The retail merchants of Winnipeg who have had dealings with him, say he is always ready to make suggestions for helping business along. It is not long since he delivered an address before the Retail Merchants' Association in which he told the retailers how to take care of their food in order to keep within the law. He gave them good advice regarding the appearance of their clerks, about the dressing of their windows, and the appearance of their waggons, and in all this he showed a thorough knowledge of the business. When a retail merchant desires to open up a new store in Winnipeg it is necessary for him to get a permit first from this department. An inspector is sent. The report might state, for example, that the plumbing was out of order, whereupon the landlord would be approached and the repairs effected. In the olden days, once the landlord had got him into the store, there would be no repairs made, and the poor dealer would find himself frozen out with the first approach of winter.

His work has shown him what type of store is the best, not only from the point of view of health, but for producing the most dollars and cents. Many a grocer, restaurant owner, or owner of larger institutions, has asked Mr. Tustin for suggestions in the layout of their premises.

When the question of food conservation first came up Mr. Tustin was called to Ottawa in connection with the milk investigation, then he served the package cereal committee, eventually being appointed chairman of the wholesale grocers' committee, where he played a prominent part. The question was asked, in what way did Mr. Tustin impress the wholesale grocers. The reply was that the men from Eastern Canada were especially struck with him, and looked upon him as a great "find." It was rumored in Ottawa that it began to look as though the Government was going West for quite a number of its food experts. Mr. Tustin in all this work for the Food Controller's Department showed pronounced organization powers, as well as capacity as a chairman. It often happened that when the members of a committee had been wrangling for a considerable time, and had arrived at no conclusion, the chairman would ask: "Well gentlemen, what decision have you arrived at?" And when no decision was apparent, would ask, "how would this do?" and would read suggestions he had scribbled on a memo pad after listening to their various arguments. Invariably his suggestions were most valuable and cleared up the difficulty. It will

(Continued on page 33.)

Current Events in Photograph

No. 1

Just Behind the Battle Lines

EVERYWHERE we read of the mud of Flanders. Mud is evidently the thing that most forcibly presents itself to the remembrance of everyone who has been through the fighting on the western front. The illustration above shows how the British Officers and Tommies have succeeded in getting the better of the mud. This picture was taken only a short distance behind the famous salient at Ypres that the Canadians know so well. Note how comfortably matters have been arranged in this double terrace of huts; the drainage canal for carrying off the rainwater, and keeping the huts always dry and sanitary; the pipe line for draining the huts and providing sanitary comforts, the electric light wires, and the close-fitting door to keep the glitter of light from curious flyers. Note also the well upholstered roof. It is as complete a little city as could well be imagined, not only within the sound, but well within the reach of the guns. The hut number is plainly to be seen.

Enough Tin to Meet Requirements

Expected That Situation Will Open up and Enough Tin Plate be Available to Meet All Requirements

THE possibilities of the tin situation continue to be a very disturbing element. Possibly it is more disturbing than the actual conditions would seem to justify. Rudolf Wolffe & Co., London, England, in reviewing the tin plate situation, suggest that the uncertainty that exists rather than the actual condition of scarcity is the cause of the depressed feeling.

Their report reads as follows:—

Uncertainty More Alarming Than Actual Scarcity

"This metal has been the subject of a sensational advance through various causes, the chief one doubtless being the obscurity now surrounding the position of supplies. For some two years past the consumers both here and abroad have been very alive to the possibilities of metal being lost through the sinking of ships. We no longer receive statistics of shipments, and this has engendered an all-round nervousness. We cannot say that we find any extra demand, but attribute the rise more to the policy of caution on the part of sellers, who after all are committed on the London Metal Exchange to deliver an article in warehouse, for the carrying out of which contract they are mainly dependent upon the oversea supplies."

"The Canner," Baltimore, Md., reports the remarks of Vice-President H. W. Phelps, of the American Can Company, at a recent meeting of canners, as follows:

"With fair luck and conservation the 1918 season will not suffer seriously from lack of cans.

"Prices will be higher than in 1917, but Government control of the steel and tin plate industries will offset a part of the sharp advances in raw material. The only serious disturbing factor is the danger of labor troubles.

The War's Demand for Tin Plate

"Few canners realize the tremendous demand for tin plate for strictly war purposes. All small cartridges are partitioned with tin plate in much the same manner as eggs in an egg case, and then they are enclosed in a tin box and soldered up air and water tight. The larger shells are placed in individual cans, a three-inch shell, for example, being sealed in a can three inches in diameter by 18 inches long. This is only one of the many war demands being made on tin plate outside of the food canning trade.

"In the food trade, increased demand has been phenomenal. For example, milk which is one of the most essential army rations, is being packed in tremendously increased quantities. One concern which bought 18,000,000 cans from the American Can Company in 1916 had purchased 19,000,000 cans up to May 1 this year and on May 1 placed specifications for 68,000,000 cans more to cover the rest of 1917 requirements.

"Referring to the situation for 1918, Mr. Phelps stated that nobody yet knew what the price of cans would be next year or what deliveries would be, but he said under the guidance of the Government the problem of producing cans would be solved.

Difficulties of Getting Supplies

"There is practically no pig tin produced in the United States, and heretofore it has all come through England and, therefore, through the submarine zone. Last year one great cargo of pig tin was sunk by a German submarine, and this caused a great deal of trouble. For the new year arrangements have been made to ship around through the Straits of Malacca to San Francisco, or Los Angeles, and thence by rail to the tin plate mills, thus increasing the freight cost, but successfully avoiding the submarine trouble.

"Another favorable move for the new year is the reduction in exports of tin plate. There can be no question that large quantities of the tin plate exported last year found its way into Germany. This has all been cut off through an embargo system.

"As now worked out, it is believed that the tin plate mills of this country can produce about enough plate to supply the demand for 1918 if they work full tilt. The can manufacturers have sufficient capacity to make this plate up into cans, so there is no great danger on the latter score.

"All of the above does not take into account the possibility of labor troubles and shutdowns. This is a matter which the United States Government will have to take firmly in hand if serious trouble is to be avoided. As to prices for the new year, pig tin, steel plate and all the other materials which go into the manufacture of tin cans have advanced 25 to 33 1/3 per cent. To partly counteract this is the fact that the Government is regulating the prices to be charged by the steel and plate manufacturers."

Guatemala Quake May Affect Coffee and Bananas

Central American Republic a Large Shipper of Both Products —No Word as Yet in Outlying Sections

THE earthquake that visited Guatemala on Christmas Day, and has been repeated at intervals for a week, has razed the city of Guatemala to the ground. Just how serious the damage may be outside this the principal city of the country is not yet known. There is the possiblity however that the crops of that republic may have suffered as well as the urban districts. Guatemala is a producing point for a substantial quantity of coffee, this coffee is of a good grade, and is used in Canada to some extent. Roughly speaking the consumption of Guatemala coffee amounts to about 3 per cent. of Canada's total consumption, and is largely used in the eastern markets.

The bulk of Canada's coffee comes from Brazil and after that from the British West Indies. The Guatemalan coffee is next in importance in the Canadian trade. Moreover, there seems to be a growing demand for this grade of coffee. Government returns for the three months ending June, 1917, the latest figures available, show 411,678 pounds. In 1916 they were 187,873 and in 1915 they were 98,343 pounds. The possible loss or damage of the Guatemalan crop will probably have some effect on the coffee market, just how serious this may be in the light of the present stocks available it is difficult to state.

The banana is another product that is likely to be somewhat affected. The recent hurricanes in Jamaica once again have seriously damaged the crop in that island, so that the banana companies have been forced to get the bulk of their fruit from Central and South America. The changuinola, the Guatemalan banana, is a very good grade and is well thought of in the market. If the plantations there have suffered, it will unquestionably have an effect on the banana business, and will possibly lead to still higher prices.

WILL PAY CARTAGE ONE WAY

Macdonald-Chapman, Ltd., wholesale grocers, Winnipeg, state that beginning January 1, 1918, they are discontinuing charging on country shipments from their warehouse to freight sheds. The price quoted in their price list in future is net f.o.b. cars, Winnipeg. They also announce that after Jan. 1 they will make no charge for boxes or bags in which goods are packed.

It has long been the contention of a good many retailers, through their associations, that wholesalers should not charge cartage from their warehouses to cars, since they deliver free to customers in their respective cities and since merchants outside their place of business have to pay cartage from depot to their stores.

Higher Freight Rates and Grocery Prices

Effects of the Recent Advance of Fifteen Per Cent. Authorized For the Rail Transportation of Goods in Eastern Canada, and the Ten Per Cent. Authorized for the West Are Estimated For CANADIAN GROCER by a Number of Leading Wholesalers and Business Men — Undoubtedly Consumer Will Feel It.

RAILWAY freight rates are up fifteen per cent. in the East, and ten per cent. in the West. What will be the effect of this on the grocer and general merchant as regards prices of goods of various kinds? Here are views of a number of business men, manufacturers and wholesalers on the subject, a good guide to the general trend in this direction.

The Pith of the Matter

The judgment handed down by the Board of Railway Commissioners provides for a 15 per cent. increase in passenger rates in all parts of Canada except British Columbia, where the maximum rate is now 3 cents per mile. The judgment also permits, subject to the limitations of the Crow's Nest agreement and certain specific limitations, an increase in freight rates of approximately 10 per cent. in the West and 15 per cent. in the East. The Crow's Nest agreement was made by the Canadian Pacific Railway with the Government and by its provisions rates on a large number of commodities are reduced. The judgment points out that there can be no question, in view of actual results, that the railways require greater revenues and must have them if proper efficiency is to be maintained and the demands of the country for transportation at all adequately met.

The Constructive View Of It

A good example of the constructive view taken of this matter of increased railway rates is found in the opinion expressed by Mr. Pepall, of Samuel, Benjamin & Co. (metals), Toronto. Interviewed on the subject Mr. Pepall said:

"I like to see any proposition in the country, no matter how small, whether it be the general store at the cross roads or the largest type of corporation, operating on a reasonable and legitimate profit basis, that is to say making a fair return on its investment. That sort of business is best for the country, best for everybody in the country.

"It is undoubtedly a fact that owing to high cost of both labor and material the railways are entitled to an increase in rates at the present time. Various forms of structural steel, such as bars and plates, have advanced between 100 and 200 per cent., and it is unthinkable that the railways could operate at a profit on the old basis in the face of these advances."

This presents a broad businesslike view of the situation with a healthy regard for the grocer and general merchant as well as for the great railway corporations, and has a practical reference to hardware lines such as enamelled and galvanised ware which the general merchant stocks. As to groceries more particularly, the views of some wholesalers will be interesting.

Grocery Advance Small

Here is the point of view of Mr. Duff of the Perkins Ince Company, Toronto, wholesale grocers:—"I hardly think that the advance in freight will amount to more than an infinitesimal increase in the cost of goods to the retailer, that is as compared to the already general increase in cost of food stuffs due to other causes. I have not gone deeply into the matter yet but I don't see that a great deal of difference in prices can result from this freight advance. As far as the railways are concerned while I don't think anyone ever wants to take the side of the railways, most of us feeling that they are well able to look after themselves, and have friends high up where the average concern hasn't, still in this case I think they are clearly entitled to something."

Freight an Important Item

"In groceries of all goods freight is a most important item" said Percy Eby of Eby Blain and Co. to CANADIAN GROCER. "An advance of fifteen per cent. is very appreciable, and constitutes an important question as applied to staple commodities especially. It is a considerable factor in merchandising certain proprietary articles also, and may mean a readjustment of price lists of these goods, for their prices have always been based on the present freight rates. Of course I think that the merchants throughout the country will realize that the railways are up against a serious proposition owing to increase in cost of labor, of materials, supplies, etc., and will be inclined to accept these advances with a good grace. The ultimate result will be of course that the consumer will be the party who will be most seriously affected. It is just possible, however, that some manufacturers may be able to absorb the amount of the increase or part of it, which would mean an inappreciable advance or no advance at all in the cost of some lines of manufactured goods. But in the case of the staple lines of food stuffs which are always sold at a close margin, the increase in freight will be felt immediately it comes into effect. It is to be noted that the advances in freight rates have not yet become effective; and cannot become effective until the shippers have been properly notified."

Retailer Pays Twice: Consumer Thrice 15 Per Cent.

"It's bound to be felt and felt quickly in advances on all goods carried" said Walter Lumbers, of James Lumbers & Co., wholesale grocers, Toronto. "Freight rates are an important factor on all supplies for the grocery trade. It is going to be a tremendous increase for the consumer to face too. Retailers may well prepare their customers for it though increases have not yet come into force. Look at it this way. It's only 15 per cent. you say. Yes, but how often has the consumer to pay it? First the manufacturer of various lines pays 15 per cent. more freight on his coal, and his raw materials, and his packing materials. This he passes on in the price of his product to the wholesaler, who in turn has to pay 15 per cent. extra freight on the shipment of the goods to his warehouse. That means the railways have carried the goods twice and got their 15 per cent. extra each time. Next the retailer buys the goods from the wholesaler, and they have to be shipped to him by rail. Again he has to pay the 15 per cent. For the third time the railways collect it on the same goods (in different form and bulk of course.) These three freights have to be passed on to the consumer of course so that the consumer may figure the freight rate advance from his point of view at about 45 per cent. The consumer has to pay the railway company three times: the summer resort resident in 1918 who gets his supplies from a retailer by rail will have to pay the increase four times. In the matter of canned goods the increased freight rates are quite a factor for in such lines as these the railway companies handle the goods four or five times when you take into account the materials for manufacture of the containers, coal, etc. Of course it is admitted that the railway companies are entitled to an increase, but it is sometimes overlooked that they handle the goods several times, so that the percentage of increase may be regarded as quite considerable, quite high enough for the consumer anyway. Of course it must add to the prices of groceries in every way."

"It Will Mount Up."

"This increase in freight rates is a small thing regarded as an individual item on any line of goods for the grocery trade," said H. P. Eckardt, Toronto, "but it is one of these things that mount up in the aggregate. There is no doubt whatever that it must be paid by the consumer, and that the consumer will have to pay it several times on goods

he buys from the retailer for they have to be carried in various forms several times by the railway companies. It may take a little time for the advance to take effect on the general trade but there is no doubt that it means advances which will have to be passed on to the consumer."

A Word for the Railways

I think the railways are fully entitled to this increase" said Mr. Despare of White & Co., fruit merchants, Toronto. "The increase was absolutely inevitable, and it is a small enough increase at that. Freight rates have remained stationary for so many years while costs of operation have been steadily advancing, and the railways had simply to face bankruptcy or have the right to advance freights. As regards the effect of the advance on commodities it should make practically no appreciable difference in the final analysis, or so very small as to be almost inappreciable by the consumer. It works out to only about half a cent a dozen on oranges for instances, and in other lines similarly small as compared to the ordinary price of the goods. It will of course make a difference to freight bills for large users of the rails, but we as a firm using thousands and thousands of dollars worth of freight transportation per annum, are quite willing that the railways should have the increase. We would far rather have that than have the service impaired by depreciation, lack of help, etc., as it certainly would be without this advance, and I think the trade of the country at large is of the same opinion."

Heavy Hardware Goods Will Feel It

Another important opinion for the general store dealers stocking hardware lines is that of Mr. Larson, of Rice Lewis & Son, Toronto:

"It is a matter for consideration by the wholesalers collectively," remarked Mr. Larson. "As yet no special consideration has been given to this. As a matter of fact suppose the increase works out to say 23 cents per hundred pounds where it was formerly 20 cents per hundred, it will not make more than a few cents difference on the heavier articles. Even such heavies as say a lawn roller weighing up to 300 lbs. would not be greatly altered in price by the addition of the new freight rate increase. It may not be worth while altering lists as far as goods already in hands of wholesale houses are concerned, but with new goods coming in under the new rate, that is different, and a matter for which the proper course is collective action at this time on the part of the wholesale houses interested."

Decidedly Expects Hardware Advances

Mr. Williamson, of H. S. Howland, Son & Co., Toronto, notes the news of the increased freight rates with interest, and anticipates advances in prices to the retailer in consequence, though they may not be very formidable, and his opinion is given as a personal one only.

"Undoubtedly the railways are quite entitled to increases," he said, "and looking at it from a purely personal point of view without having gone deeply into the matter, I would say that it looks as if fifteen per cent. more on freight rates in the East is quite an increase, and this would inevitably be passed on to the retailer on the price of the goods. The matter adds to the immediate concerns of the wholesale hardware trade at present, and will have to be discussed in consultation by the members of the association. Beyond that at this time I should not care to express any opinion."

Emphatic Provincial Opposition

While there was noticeable at the outset a disposition on the part of business men to concede to the railways a considerable right to advanced freight rates a decidedly different attitude is taken by Premier Norris of Manitoba, and, as a Province, Manitoba is evidently in the mood to make protest on the ground of former agreements as regards freight rates. Premier Norris has already expressed this protest in the following telegram to Acting Prime Minister N. W. Rowell at Ottawa:

"With all due deference we protest emphatically against the recent decision of the Railway Commission, and we intend to present at once a petition to the Governor-General in Council. Pending the consideration of that petition we request your government to take steps to see that the proposed rates do not go into effect."

The Manitoba Government is interested adversely in the advance of freight rates because it sets aside the Manitoba agreement with the C.N.R., which provides for certain fixed freight rates for a long period as return for provincial bond guarantees in favor of the C.N.R. Premier Norris holds that the authorisation of higher freights constitutes an invasion of Provincial requirements. He is considering taking the question to the Supreme Court. He inclines to the view that the time has come for the Dominion Government to take over all the railroads in Canada for the period of the war.

B. C. SALMON CANNERY WILL CAN HERRINGS

A. H. Sherman, managing director of the Great Northern Canneries, intends to can herrings on a system similar to salmon canning and will ship the product to troops in France, as well as selling it for Canadian consumption.

Mr. Sherman has a staff of fifty men engaged in canning the herring. The erection of a second cannery on the west side of Vancouver Island, about sixty miles north of Victoria, at Port Renfrew is under way and it is hoped to have it in operation in two months.

Good Things to Eat

Thursday Specials

Stewing Lamb, per lb.	16c
Round Steak, Special, per lb.	23c
Brookfield Sausage in cartons	30c
Choice White Fish, per lb.	13c
Pure Cane Sugar, 10 lbs. for	98c
Navy Beans. Regular 15c. Special, 3 lbs. for	35c
Olive Oil, Re-Umberto brand, Italian, quart tins. Regular $1.25. Special, tin	93c
Tomatoes, No. 2 tins. Special, dozen tins	$1.70
New Laid Eggs, Special, dozen	42c
Sweet Potatoes, 3 lbs. for	25c
Tokay Grapes, per lb.	15c
Red Crab Apples, 3 lbs. for	25c

Fort Garry Market

Main 9200

Economies in Handling

—means lower priced groceries for you. Everything that we can do to reduce the cost of handling—to eliminate waste, to keep things clean, to buy the best goods as cheaply as possible, means better service to you and lower prices.

The shortening question is getting to be a big thing. With feeds as high as they are, and hogs so scarce Lard may go to any price. We offer you strictly pure lard in 3 lb. pails, 5 lb. pails, 10 lb. pails, or 20 lb. pails, at 29c a pound. While this price may seem high, it is really about five cents a pound under its real value.

The Sugar market seems to be gaining in strength as the seasoin goes on. Our prediction of ten cent sugar looks as if it would be passed by quite a margin. Present prices are $8.75 for Wallaceburg Cane Sugar and $9 for Montreal sugar.

Canned Vegetables at the present price are about the cheapest foods there are. These, with our fresh Sea Fish, will help you solve the ever present quetsion of how to get around the high cost of living.

Come in and see what we can do for you; we're sure we can help you.

H. MALCOLMSON

Making Up a Parcel for Overseas?

Come in and see some we have made up.

TO FILL YOUR BOX

Toffee, Chocolate, Chocolatta, Biscuits (1 and 3 lb tins), Biscuits (specially wrapped), Gum (overseas package), Fruit Cake (1 and 2 lb. tin), Maple Sugar, Maple Butter, Canned Chicken, Prepared Cocoa, Canned Tongue, Sliced Pineapple, Prepared Coffee, Powdered Milk, Concentrated Soups, Malted Milk Tablets, Marmalade, Layer Raisins, Strawberry or Raspberry Jam.

CORRUGATED BOXES

Strong as leather, light as a feather. Will hold 7 or 11 pounds.

Prices 12c and 15c.

RIPE OLIVES

Order a bottle this week. They sell regularly at 25c.

ON SALE **19c** PER GLASS

CHOICE CODFISH

We have the best, thick, Halifax Codfish packed. You'll agree they're fine.

1-lb. box 25c. 3-lb. box 75c.

Shredded, 13c per package.

NO-EG

A SUBSTITUTE FOR EGGS.

Use it in all your cooking. It's economical. Reduces egg cost to about 1½c.

PHONE YOUR ORDER

Your goods will please the same as though you personally selected them.

T. A. ROWAT & CO.

250 Dundas St. Phones 3051-3052.

Some effective newspaper advertisements from Winnipeg, Chatham and London.

How to Calculate Cost of Doing Business

The Operations Are Exceedingly Simple—The Tremendous Importance of Distinguishing Between the Percentage Cost of Doing Business as Reckoned on the Selling Price, and as Reckoned on the Cost Price—Getting a Desired Profit From Effort Over All Costs of Doing Business.

By John C. Kirkwood.

THE ascertaining of the percentage cost of doing business is as simple a calculation as can well be imagined—just simple addition and simple division. You add up your annual expenses—for rent, salaries, delivery, etc.; multiply the total by 100; and then divide by your total annual sales. The result is your cost of doing business in the form of a percentage.

Suppose that your total annual sales are $20,000; and that your total annual expenses (including an adequate salary for yourself and a desired profit over all) are $4,500; then your percentage cost of doing business (reckoned on your **selling** price) is:

$$\frac{\$4,500 \times 100}{\$20,000} = 22\frac{1}{2}\%$$

Note carefuly that this 22½% is a percentage on your **selling** price, not on the cost or invoice price of goods.

The Danger of Bad Arithmetic

Just what is signified by this warning to be careful to distinguish between the percentage on the **selling** price and the percentage on the **cost** or invoice price will be made clear by an illustration.

An article costs, let us say, $1.50, and sells for $2.25. That is, the gain on **cost** price is 75 cents, or 50%. This gain of 75 cents on the **cost** price is one-third of the **selling** price, or 33 1-3%. That is, 33 1-3% of the **selling** price is the same as 50% of the **cost** price. It would be quite wrong, therefore, to increase the **cost** price by 33 1-3%, which would give only $2.

To get the correct selling price, one must convert the percentage advance on the **selling** price into the equivalent percentage advance on the **cost** price; and then advance invoice or cost prices by the proper percentage. Many a retailer has bungled things here, to his great loss.

Costs Are Reckoned on the Selling Price

It is tremendously needful, in the interests of profitable trading, to make clear, and to understand clearly, the difference between the percentage as reckoned on the **selling** price, and the percentage as reckoned on the **cost** price of goods. And here let it be said that in common practice and talk, the percentage cost of doing business is reckoned on the **selling** price. That is, when a man says that his cost of doing business is 16%, he means 16% of his sales.

To illustrate this:

Brown does a business of $25,000 a year. His expenses, including a desired profit over and above all costs (which should include an adequate salary to the proprietor), amount to $5,000. Then Brown's percentage cost of doing business is:

$$\frac{\$5,000 \times 100}{\$25,000} = 20\% \text{ on his selling price.}$$

In this illustration, it is clear that the invoice cost of the goods sold by Brown is $20,000, for his $25,000 sales include $5,000 for expenses and profits. That is, Brown gains $5,000 on the **cost** price of his goods, or 25%. Thus it is seen that 25% on **cost** is the same as 20% on sales; or, vice versa, 20% on sales is the equivalent of 25% on cost. But when Brown talks of his percentage cost of doing business, he does not say, "It costs me 25% to do business," but, "It costs me 20% to do business," meaning 20% on **sales**.

Cut out this article and put it in your ledger, or elsewhere, where you can consult it whenever in need of its counsels and teaching.

Not often—perhaps never before—have you had the subject dealt with so fully and so plainly presented as in this contribution.

It would be well nigh impossible to exaggerate the importance of the subject of the cost of doing business in its application to every business, including the businesses of retailers whose capital is $5,000 or less. 95% of those who fail are doing business on a capital of $5,000 or less; 75% of the reasons for failure are personal, and, therefore, correctable; and 90% of those engaged in business get no profit from their effort. In the face of this authenticated history, it should be clear that every retailer should be greatly concerned to conduct his business better—and more profitably for himself.

Why Costs Are Reckoned on the Selling Price

In ascertaining the cost of doing business, it is simplest and easiest to make the reckoning on the **selling** price. You know your annual total sales; and you know your total annual expenses (including a salary for yourself, plus a desired profit over all). With these two known things, the percentage cost of doing business is a simple calculation; it is determined by the formula, as given previously, namely:

> Total annual expenses × 100 ÷ total annual sales = percentage cost of doing business reckoned on the selling price.

Converting Cost on Sales Into Cost on Cost

Knowing what is the percentage on the **selling** price, how is one to ascertain the equivalent percentage on the **cost** price, so that he may know the right percentage to add to cost or invoice price? Unless one knows how to make this calculation, one is apt to be at sea; and he may make grievous errors.

The formula for converting the percentage on the **selling** price into a percentage on the **cost** price is:

> Percentage cost on the selling price × 100 ÷ (100—percentage on the selling price) = percentage cost of doing business on the cost price.

Let us illustrate this formula by several examples.

When the percentage cost of doing business on the **selling** price is 16, then the equivalent percentage on **cost** is:—

$$\frac{16 \times 100}{100-16} = \frac{1600}{84} = 19.04\%$$

When the percentage on **sales** is 20%, then the percentage on **cost** is:—

$$\frac{20 \times 100}{100-20} = \frac{2000}{80} = 25\%$$

When the percentage on **sales** is 22%, then the percentage on **cost** is:—

$$\frac{22 \times 100}{100-22} = \frac{2200}{78} = 28.20\%$$

When the percentage on **sales** is 30% then the percentage on **cost** is:—

$$\frac{30 \times 100}{100-30} = \frac{3000}{70} = 42.86\%$$

These examples will suffice. You see how simply and rapidly you can ascertain what percentage to add to the cost price to equal the percentage on the **sales** price.

Some Illustrative Examples

Let us now apply what we have learned to actual examples.

We'll suppose that you have an article that costs you $3.00; and that your cost of doing business (reckoned on your **selling** price) is 18%. First of all we must convert this 18% to the equivalent percentage received on the **cost** price. Using the formula we have:—

$$\frac{18 \times 100}{100-18} = \frac{1800}{82} = 21.95\%,$$ or, say, 22%.

So we ought to add 22% to the **cost** price. That is, when the article you have to sell—a hat, a pair of boots, an

oil stove, a picture, a piece of china, or anything else—costs you $3.00, and you add 22%, you get the correct selling price of $3.66 (which you may make $3.65 or $3.75, as you please; only you know that you should get at least $3.66 to obtain the right proportion of your costs of doing business, plus a desired profit).

But suppose you deceive yourself, and add only 18% to the invoice price, saying, "It costs me 18% to do business; therefore, I ought to increase the invoice cost by 18%." In such case, your selling price would be $3.54. As we have seen, you really require to get $3.66; so if you sell at $3.54 (probably at $3.50), you will be losing 12 cents and probably 16 cents.

You may think this not a very serious matter. Perhaps it is not in respect of individual items of small amount; but if you make the same error on all your sales for the year, the loss you sustain becomes a very heavy one and may mean that you will work all year for nothing, failing to obtain the desired profit.

Calculating Errors in a Year's Turnover

Let us look into this matter on the basis of a year's business.

We'll suppose that the goods you sell in a year cost you to buy $30,000; and that it costs you 18% of your sales to run your business (including an adequate salary for yourself, and a desired profit over all). 18% on sales, as we have seen, is 22% on cost. Which means that you ought to get $36,600 for the goods which cost you $30,000 to put into your store. Now if you add only 18% to invoice cost, you will obtain only $35,400—a difference of $1,200; that is, you would be losing just $100 a month, which may be the profit you have aimed at obtaining.

When one remembers that ample and official investigation shows that 90% of all those engaged in business get no profit from their effort, one has, in the above example, a hint as to why many men in business work year after year, for nothing.

Losing a Dollar 1,400 Times

Let us take another illustration. You are a hardware dealer, we shall suppose. You discover that your cost of doing business equals 17% of your sales (which 17% includes an adequate salary for yourself and a profit of $1,000 or so over all expenses, as a reward for your year's effort). Now 17% of sales is the same as 20.5% on cost (as per formula).

We'll suppose that you want to ascertain the correct selling price of a stove which costs you to lay down in your store $24. Clearly you must add 20.5%, which gives you a selling price of $28.92; or say, $29. But if you make the error (as many do) of adding only 17%, you get a selling price of $28.08, or, say, $28. That is, you would be losing a dollar on every stove sold.

Now, suppose that you are working on the assumption that it costs you 17% to do business (reckoned on your sales); and that you sell goods in the year which cost you to buy $40,000; and that you add (erroneously) on an average, 17% to cost or invoice price, your total sales revenue would be $46,800. But, as we have seen, 17% of sales is the same as 20.5% of cost price; which means that you should have obtained $48,200 for the goods that cost you $40,000 to buy. Because of your error in marking your goods, you have lost $1,400 which you expected and desired to get; and this loss of $1,400 probably means that you have worked all year for just wages; that you failed to obtain any profit on effort. It really means, in this example, when you sell goods costing you $40,000 for $46,800, that you are recovering only 14.5% on sales instead of the 17% required.

In order to save you time, the following table showing equivalent percentages in the cost of doing business is provided.

When the cost of doing business reckoned on the selling price is:	Then the equivalent percentage, reckoned on the cost price is:
9%	10%
10%	11.11%
15%	17.65%
16%	19.05%
20%	25%
25%	33 1-3%
30%	42.86%
35%	53.85%
40%	66 2-3%
50%	100%

For other in between percentages, use the formulas as follows:

(1) *To ascertain the percentage cost of doing business reckoned on the selling price:*

Total Annual Expenses × 100 ÷ *total annual sales.*

(2) *To ascertain the percentage to add to cost or invoice price, when one knows the percentage cost of doing business reckoned on the selling price (as ascertained per formula above):*

Percentage on sales × 100 ÷ (100 − *percentage on sales*).

Memo: Cut out this table and statement of methods, and paste same in your ledger.

It is worked-out illustrations such as those given that should convince you of the tremendous importance of knowing accurately just what it costs you to do business; of avoiding the fatal error of adding to cost price the percentage reckoned on the selling price.

Be Sure to Provide for Salary and Profit

If your costs of doing business do not include a sum representing a desired net profit over and above your operating and other costs (which should include an adequate salary for yourself sufficient for your own and your family's needs), be sure to add to these costs the amount you desire as profit on your year's effort. Failure to figure in a net profit for effort and the risk of capital means generally a profitless year.

Brown's Case By Way of Illustration

As an illustrative example of this study of percentage costs, let us state a case.

John Brown, merchant, has total sales of $46,500. His year's expenses are as follows:

Rent	$ 600
Freight, etc. (on incoming goods)	400
Salaries (2 men besides himself)	3,500
Fixed Expenses (taxes, fuel, insurance, etc.)	200
Delivery, (including horse and wagon upkeep, stable, paper, twine, etc.)	600
Incidentals (including printing, advertising, postage, telephone, cleaning, repairs, etc.)	350
Losses (including bad debts, shrinkage, spoilage, thefts, donations and subscriptions, discounts given, etc.)	250
Interest (on capital, on bank overdrafts, etc.)	350
Depreciation (on furniture, horse, wagon, equipment, etc.)	150
Total	$6,400
Add to this the net profit Brown desires on his year's effort say	$1,600
or a total cost of doing business	$8,000

That is, Brown's cost of doing business is (according to the formula previously stated):

$$\frac{\$8{,}000 \times 100}{\$46{,}500} = 17.2\%;\ \text{say } 17\%.$$

This 17% is on the selling price. Converted into a percentage on cost price, and following the formula previously stated, we have

$$\frac{17 \times 100}{100 - 17} = \frac{1700}{83} = 20.5\%.$$

That is, Brown would have to add, on an average, 20.5% to invoice costs to recover the $8,000 required costs of doing business + profit on effort.

If Brown's sales are $46,500, and if they include $8,000 (costs of doing business + net profit), then it is clear that the invoice cost of the goods sold in the year is $46,500—$8,000 = $38,500.

This illustration should prove suggestive and helpful to the man who wants to know how to calculate the costs of doing business, and how to apply these costs, when reduced to percentages.

This Way Fortune Lies

To sum it all up; and to make it very practical:

(1) Take your sales for 1917;

(2) Reckon up your expenses of doing business, omitting no item or class of item;

(3) Include an adequate salary for yourself, sufficient for your own and your family's proper needs;

(4) Include, also, a sum which you

think is just as a profit on your year's effort;

(5) Ascertain, from those two sets of figures—your total sales and your total costs of conducting your business—the percentage cost of doing business;

(6) Convert this percentage cost on sales into its equivalent cost reckoned on the cost of goods;

(7) Mark goods accordingly;

(8) Then make sure that you are selling enough goods at the requisite advance on cost to give you every week the amount, in dollars and cents, necessary to meet your requirements.

If you do all this—and it will take some doing— you can possess a mind at ease; if you fall short, then let the deficit urge you to greater endeavors.

When you learn how hard it is to keep everything up to scratch, you will be slow to put on special cut-price sales; or to give away goods or make friendly allowances to favorite customers. You will be careful in your buying, careful to buy only what you are reasonably sure of selling at a full advance over cost and what can be quickly sold. You will discourage yourself and your staff from taking overmuch time to sell goods on which, for one reason and another, you cannot get the full advance on cost which your expense of doing business calls for; and you and they will devote all energy to selling goods whose retail price gives you a bountiful advance over their cost.

So will you become a better merchant, a happier one, a more prosperous one. So will you remove yourself from that poor class of retailers, comprising 90% of all retailers, who get no profit on their effort; and so will you place yourself in that prosperous and rich-growing 10% class who get a profit on their effort year after year.

AMERICANS AIM TO CUT SUGAR CONSUMPTION IN HALF

Under a sugar rationing plan to be announced in a few days by Food Administrator Hoover, each person during the coming year will be limited to three pounds of sugar a month.

Before the war the average for each person was about eight pounds a month. Now each person is consuming six pounds a month. If the country responds to the new appeal, it will mean last year's consumption of 9,360,000,000 pounds of sugar will be reduced next year to 3,844,000,000 pounds.

Mr. Hoover's new food card will be sent out to the 12,000,000 persons who signed food conservation cards. If the reduction is effected it will not only enable America to give relief to the Allies, but will better enable the country to meet the loss in beet sugar production generally believed to be inevitable.

Mr. Hoover will point out that the sugar consumption in England has been cut to 26 pounds a year, in France to 13 pounds and in Italy to 9, and that Americans ought to get along on 36 pounds a year. The Food Adminstration will pledge itself to make every endeavor to see that there is a food supply on a three pounds a month basis.

Sell Baking Powder in Large Tins

One Method Suggested to Conserve Tin Plate—Why There Are Delays in Getting United States Goods

Staff Correspondence

TORONTO, January 2.—Hon. W. J. Hanna, Food Controller, was to have been present at the luncheon at the Walker House, given by the Egg-O Baking Powder Co. of Hamilton to wholesale grocers and travellers, on Friday last, but for some reason or other was not present. It was expected he would make some important announcement in regard to the work of the Department.

E. G. Willard, President of the Egg-O Baking Powder Co., generously provided the luncheon. There were about 85 guests present. Walter E. Ireland of the Bureau of Licenses, Food Controller's Department and G. Frank Beer of the Fish Department, both spoke of the work being done by the Food Controller and the chief reasons for the regulations.

Mr. Willard referred to the pleasure of seeing so many of the travelling salesmen of the wholesale grocery houses present and mentioned the increase in the number of wholesalers now selling their products.

The tin plate situation, he said, was rather serious. It had been suggested that instead of using tin cans for baking powder, it be put up in cartons with tin top and bottom. But there was not sufficient machinery in Canada to-day to make such a container to accommodate all the baking powder manufacturers.

He suggested that as one method to relieve to a considerable extent the tin plate situation that the pound tin of baking powder be pushed instead of the smaller sized tins. Referring to the number of cans to a case and number of cases to a car, he showed that several thousand pounds of tin plate could be saved if this suggestion were adopted. The point, he said had been mentioned to Hon. Mr. Hanna.

He also referred to delay in securing phosphate from the United States where now everything had to be shipped under license.

Reason for Delays in U. S. Exports

W. E. Ireland went into the reasons for delay in United States exports. Early in November the United States Food Administration believed that certain foodstuffs, including those containing oils, particularly, were getting into the hands of the enemy. It was found necessary to make North America water-tight and an embargo was placed on everything without notice. This left Canada in a high and dry condition. It became necessary for Canada to follow suit so that the ultimate object of the United States Food Administration would prove effective. Ottawa and Washington co-operated and shortly after a similar regulation went into effect in Canada.

Since that time as individual items come up special rulings are secured on them and gradually necessary articles are being released by both countries under special licenses. Dried fruits, for instance, were under a group where it will be licensed to come into Canada freely from the United States. Normal quantities of a great many goods of this character would be allowed to come. He referred to margarine in this connection. He said there were enormous quantities of cottonseed oil used by Canada every month. He urged that manufacturers get together and instead of sending telegrams and special letters to the Food Controller give him information as to definite requirements and the situation would be adjusted much more readily.

Fish Consumption Increased

Frank Beer spoke on fish. He prefaced his remarks by referring to what happened when the price of wheat was fixed in Canada at $2.20 per bushel and steel fixed at $65.00 per ton in United States. This fixed the purchasing power of a dollar. Many individuals including some of the daily papers were severely criticising the Food Controller for not holding down food prices. "How can you hold down prices when the purchasing power of a dollar is fixed?" he asked. When the purchasing power of a dollar was fixed certain forces were put into operation to prevent the continuation of former prices. The Food Controller's Department is endeavoring to find the ratio existing between all other foodstuffs and that of wheat.

Mr. Beer contended that the need for economy all over the world was great. That if production was not speeded up more rapidly and greater care exercised in the use of our foodstuffs there would be serious hardships in some of the countries next year. This he said was the latest information they had secured. He urged the travellers present particularly to do as much missionary work as possible along this line.

Referring to fish he pointed out that since the campaign to increase the consumption of fish was inaugurated splendid results had accrued. In some cities the consumption of fish had increased from 60 per cent. to 70 per cent. Some dealers in Ontario were selling five to ten times more fish than formerly. Fish prices had not advanced to any extent with the exception of one or two. It could not be expected that they would not advance some on account of prices of nets and fishermen's supplies all going up. There were too many foolish articles he contended criticising the Food Controller for not fixing prices and keeping down the cost of living.

The following firms were well represented at the luncheon:—

(Continued on page 33.)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

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EDITORIAL BRIEFS

ALEX. COOK, president of the Commercial Travelers' Association, predicts unprecedented prosperity for Canada after the war. Here's hoping that he has guessed right.

* * *

MASKED bandits entered a preserving plant in Fairpoint, N.Y., and at the point of a pistol forced the watchman to turn over 500 pounds of sugar. Another illustration of the fact that valuables should always be kept in the safe.

* * *

DR. HASTINGS, Toronto's Medical Health Officer, thinks that the price of margarine is too high. According to his way of thinking 30 cents a pound should be plenty. If he can make the manufacturers think along the same line so much the better.

* * *

THE Food Controller is out after some fishermen who are reported to be hoarding some 300,000 pounds of whitefish on ice. That is a good move, as is also the move to prevent itinerant food vendors from diverting the fish supply across the border.

* * *

BANANA land is a place we rather sigh for in these chilly zero days. The report of the total destruction of Guatemala City by an earthquake somewhat chastens this ambition. From Guatemala comes the Changuinola banana, one of the familiar grades.

* * *

THE total value of the Canadian Fisheries for the year is a matter of some forty million dollars, almost three and a half million in excess of previous years. That shows that Canadians have actually been taking seriously to the diet of fish prescribed by the Food Controller.

THE NEWS IN PICTURES

COMMENCING with the present issue, CANADIAN GROCER is beginning a series of news stories told in pictures. These pictures will deal with all manner of world events, and we believe that they will be of intense interest to our readers. New pictures of events that are transpiring at the moment will appear every week. Watch for this page, it will give you an idea of where, how and why things happen.

WHAT ABOUT THE LOST CUSTOMER?

ABOUT every so often retail merchants find that customers are not buying as much as usual. Now it may be that the weather has something to do with it or the seasons, or that people are away; on the other hand it may be that the customers are dissatisfied with something: goods, service rendered or some more trifling thing which may be easily adjusted.

But, in any case, it is for the merchant to find out why orders are not forthcoming. If the customer is dissatisfied the merchant certainly ought to know it so that he can pour oil on troubled waters.

The policy of drift in retail business of failing to note or to profit by these indications is a dangerous one.

SAVING ON RAILROAD DELIVERY

THE nationalization of the American railway systems for the duration of the war may, it is hoped, solve many of the difficulties of transportation that have been such a serious element in food handling during the past years.

Unquestionably there are many overlappings and abuses that can well be met by such a system. One of the first and perhaps greatest of these has been met by Controller McAdoo's first order that all goods must be routed by the shortest system. This has not been by any means a general practice, logical as it would seem. All the railway systems have numerous agents throughout the productive states drumming up business for their road. A glib-tongued agent or an innocent shipper has often resulted in a car taking an extra trip of some hundreds of miles, in order that it might go by the lines of the solicitor. Now the routing of all cars is to be by the shortest way to destination, irrespective of the railway lines traversed, and the railways are to be recompensed on a basis of former business.

This improved system ought not only to prove an effective saving, but by speeding up deliveries and the general conservation of cars ought to go a long way toward solving some of the more trying of the transportation difficulties. It isn't a cure-all, but it is a help and these are urgently needed in these times.

As so large a proportion of goods used by Cana-

dians are transported over American lines, we will share the benefits that will be derived.

THE UNTHINKING CLAMOR OF THE PUBLIC PRESS

THE Toronto *Globe* in a tirade under the caption "Step Lively, Mr. Hanna," points out some of the things that have been done in other branches of government service, and speaks of the Food Control department as the one that is not keeping step with the procession. Probably the *Globe* has not heard of the proposed regulations of the Food Distributing trades, the most drastic and far-reaching changes that have yet been noted in any branch of the Government service. The newspapers overlook this either because it has not come to their attention or because they are not awake to its actual meaning. They have set their hearts on the unwise and next to impossible scheme of setting prices. The newspapers are all the more eager for this scheme because it is a popular cry which cannot possibly cause them any inconvenience.

The Hon. W. J. Hanna in the early months of his regime seemed to be considerably swayed by this public clamor, but of late he seems to have obtained a wider vision on the possibilities of his post, and on his own volition, with the aid of men who are interested in the welfare of the country as well as of their own interests, has proceeded to adopt measures that hit at the root of the difficulty. It is a small service to merely fix prices, but it is a real problem to handle some of the conditions that lie behind the high prices and settle them for all time.

PUBLIC OWNERSHIP WORKMEN SLEEP

THE part which the technical and trade newspapers play in their particular fields is too often ignored by public officials and the action of the United States Senate Committee on Military Affairs in calling in Fred H. Colvin, editor of the technical newspaper, *The American Machinist,* to give evidence at the recent inquiry into the Government arsenals would indicate an awakening. THE FINANCIAL POST, under the heading "Public Ownership Workmen Sleep," says: The United States Senate Committee on Military Affairs was not satisfied with the way things were going on at the Government arsenals conducted under public ownership. They called in an expert, Fred H. Colvin, editor of the technical newspaper, *The American Machinist.* He gave some very interesting evidence. His evidence created a great sensation and is leading to a complete reorganization of the arsenals and the War Office officialdom responsible for conditions.

Workmen in arms manufacturing plants played checkers and slept in the shops during August, while the War Department quibbled over non-essential details of rifle designs.

A super-preciseness of requirement in rifle making, going even to the extent of 1-2000 exactness in bayonets, is holding down production 40 per cent., he said.

Mr. Colvin declared the Government arsenals at Springfield, Mass., and Rock Island, Ill., do not understand manufacturing principles and have antiquated machinery. Some of the machinery at the Springfield arsenal is fifty years old.

He charged that "an excessive nicety of requirement" in unimportant parts of rifles held up rifle production "tremendously."

The bayonet is only a butcher knife and a sixteenth of an inch would not make any difference," he said, "yet a variation of 1-2000 is sufficient cause for rejection."

"I have photographs taken of men in the Winchester factory playing checkers last August," he said further. "Details of manufacturing had not been decided upon by the War Department. The one great weakness was that everyone hesitated to take the responsibility in deciding these details."

"Were all the men playing checkers?" asked Senator Hitchcock, of Nebraska.

"No; some were sleeping," Mr. Colvin answered.

That the dilatory tactics of the Ordnance Department will prevent first delivery of the Browning machine guns until a full year after the entrance of the United States into the war was again emphasized by the next witness.

General Crozier, the United States Chief of Ordnance, gave orders that Mr. Colvin should be barred from inspecting arsenals because he insisted that expert machinists and not army officers should be in charge.

This experience shows what happens under public ownership. It also exposes the stupid antipathy that prevails among public officials against business and technical papers. Sir George Foster, Minister of Trade, voted to put Canadian technical newspapers out of business. Hon. Mr. Burrell, late Minister of Agriculture, supported a movement that would tax farm papers out of business. Even Mr. Murray, the Secretary of the Canadian Manufacturers' Association, after recommending every medium of publicity for Canadian manufacturers, from buttons to billboards, deliberately eliminated all reference to the business press.

When the manufacturers wanted to know how to make munitions it was not to the buttons or billboards but to the technical newspapers they applied. The Trade and Commerce department was helpless. The Manufacturers' Association did absolutely nothing for them. Not only did the newspaper, *Canadian Machinery,* show in a series of illustrated articles how to adapt Canadian plants for munitions but they secured the blue prints and specifications for French and Russian shells so that their readers could and did tender on them.

How to Handle Credits

Some Suggestions Regarding Their Cost and Management—Hints on How Advertising Can be Enlisted to Help.

By Henry Johnson, Jr.

ONE who does mighty well with his own business is yet always seeking suggestions for improvements; but then, that's the way with the world.

My thoughtful correspondent comes again this week:

B. C., Oct. 11, 1917.

My Dear Sir:—Are there any figures to give approximately what it costs to carry the credit part of one's business above that which it does to carry the cash part? My competitors have either started with a cash business or have gone into it this winter. I give a discount of 5 per cent. to the cash-and-carry customers, or 2 per cent. for cash and 3 per cent. for carrying. I am of opinion that it costs more than 5 per cent. but less than 10 per cent. In doing a business of about $10,000 for seven years I have lost very little, but have had many slow customers even when I have been on the job myself. With the others going to the cash, I am in danger of having more bad debts. I doubt whether some of the others will hold to the cash very long. One had $5,000 on his books last March. I have always kept mine down to $500. Of course, it makes a great difference whether the credit part is 25 per cent. or 75 per cent. and how slow the credit customers are.

With best wishes,

JOHN LEWIS.

I touched on this matter of the cost of extending credit last week. Details whereon my conclusion is based may be given later; but Mr. Lewis is conservative. Of course, he needs no special counsel, for he manages his credit so well that his entire balance outstanding is only $500, or 5 per cent. of his sales of $10,000. So, if he discounts that $500 10 per cent, or $50, he will be providing for a normal loss of ½ per cent. on sales, and such normal loss is quite conservative.

What Is the Function of Retail Credit?

One important reason, perhaps the most important, why merchants handle credits so badly is that few of them either understand the true function of credit or even think about it.

Retail credit is only sound when it is regarded and handled as a convenience provided by the merchant for the responsible consumer. It is a business facility which is to be used, not abused; just as delivery equipment is intended to be used without undue exposure to deterioration or loss. If you look at it this way you will see that nobody is properly to be expected to extend credit where there is the slightest element of risk. It follows that he must withdraw credit the minute that risk appears in the deal.

The accepted way to reduce risk to the minimum is to take a loss at once—get it over with, take the medicine, wipe out the doubtful account and stop the drain. Otherwise, we shall not keep losses within the ½ per cent. limit. I am gambling right now that Lewis gets by with about ¼ per cent loss, or not much over $25 annually.

How does he do it? By setting out for himself a course of action. By living up to the course decided upon. By backing that up with the decision of character which must lie behind decided, logical action. By impressing his plan on his customers' minds steadily, cheerfully, with optimistic philosophy and helpful suggestion. And he does all these things personally and by advertising.

Samples of Printed Suggestion and Adtisements

Of his personal work we can judge by his letters, the tone of which is so direct, so logical, yet so kindly and cheerful. Now I have some samples of his printed matter.

First is his monthly statement form, a little slip, big enough only for a bare statement of the account already itemized to the customer through the register system he uses. There is nothing notable about it until we come to the bottom, where we find this:

OUR AIM:—Complete satisfaction as to Quality, Service and Price.

OUR TERMS:—Full Payment by the 10th of Month following delivery. Statement on 1st of each Month. Reminder on the 15th to those who forget. "Short reckonings—long friends."

The "reminder" statement form is like the original except the notice at the bottom:

PAST DUE

Modern Business demands small profits, short credits, quick sales and prompt payments. To keep our own credit good we must comply with these demands and we depend on you to help.

DON'T FAIL US

That is pointed stuff, but such as nobody of good intentions could take exception to. But now let us glance at the advertising. Here is the kind of thing which runs in the local paper, just as plain and unpretending as possible, set solid, single column, in ordinary old-style type. Lewis shows excellent judgment in this; for not only is that type easiest to read, but the ad is chatty and intimate, and his ads stand out by the very reason of the absence of attempt at "display." They contrast in clear-cut fashion with their surroundings.

But that is not all. Make no mistake about it. What really makes those ads work so well is the CHARACTER of the man behind them. No mere collection of empty words ever yet carried a message that got across. It is because Lewis has a sincere, sound message to deliver that his stuff gets over. If you have such a message—honest, plain, true, sincere—you can emulate Lewis, and thereby stand out from among your fellows. "He that has ears to hear, let him hear!"

And so to sample:

War-Time At The Home Store

The Home Store has not yet joined the increasing number of merchants who sell for spot cash with no delivery, but Lewis does give a discount when his customers do not demand credit and delivery. If the customer buys a dollar's worth or more and the clerk should forget to give the discount, Lewis wants the customer to ask for it—it is his.

The Home Store belongs to the group of stores that give **only short credit** and **only reasonable delivery.** Lewis thinks thirty days is long enough to enable a customer to use the phone or to use servants and children to get the goods without the cash. Most of his customers are satisfied with this and many of them come with their checks or cash before Lewis gets time to mail the monthly statements. He must refuse credit to those who do not pay their bills promptly—say within sixty days from the first time.

The cost of doing business is increasing so rapidly, the amount of capital needed to carry the same stock is so much greater, and the government is urging storekeepers as well as housekeepers to **efficiency** and **economy.** The government is doing this in order that men and money may be released to win the war. Lewis is loyal and is seeking **to cut out every needless expense.** The government program is a safe and sane one for peace as well as for war.

This is the beginning of the Home Store's eighth season and Lewis heartily thanks his customers for all favors, he also earnestly solicits a continuance of their patrontage. In spite of the high prices and the great difficulty in securing many goods the stock at The Home Store is fairly complete. The boys and girls will find Lewis ready for them with a good assortment of tablets, composition books, rulers, pencils, ink, etc. The housekeepers will find a fine assortment of pure foods, household utensils and stationery. The prices are high, but no higher than the markets, and often they are lower.

Get the idea? As you read that little talk do not you feel as if you sort of knew Lewis? Does he not seem like a friend whom you could approach with the sense of having met him before and

(Continued on page 33.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

A. & H. McKeaugue, general store, Gagetown, N.B. suffered fire loss.

Mr. Briggs, manager for H. D. Marshall, at Halifax, and who was injured by flying glass in the recent explosion, was a Montreal visitor last week.

The death of Samuel A, Corbett, for many years connected with prominent wholesale grocery houses in St. John occurred on December 26, at Apotaque, N.B., where he had made his home since his retirement two years ago.

Quebec

J. A. Lachapelle, grocer, Montreal, has sold stock.

J. F. Guite, Ltd., general store, Maria, has obtained charter.

Daudelin & Guilbert, butter and cheese, St. Pie, have dissolved.

J. B. Renaud & Cie, Inc., wholesale grocers., Quebec, have been registered.

Purity Syrup Co., Montreal, has been dissolved and succeeded by Purity Syrup Co., Ltd.

Miss A. Girard and A. Girard have been registered for E. Girard & Co., grocer, St. Germain de Grantham.

Mrs. O. Perrault has been registered for O. Perrault & Co., general store, St. Germain de Grantham.

Charles D. McPherson, for many years associated with his brother Thomas J., in the firm of McPherson Brothers, one of St. John's leading grocery firms, died this week at the age of sixty years. Ill-health caused his retirement from active business several years ago.

Ontario

J. B. Lee & Co., general store, Angus, suffered fire loss.

S. D. Walker, cheese factory, Fairfield East, suffered fire loss.

R. H. Dunlop, grocer, Ottawa, has sold his stock.

Mrs. A. E. Davis, general store, Sutorville, suffered fire loss.

W. G. Allison, grocer, St. Thomas, has enlisted.

Batiste Bros., grocers, St. Thomas, have been succeeded by G. W. Haines.

A. W. Hill, grocer, St. Thomas, is selling out.

D. Milne, grocer, Toronto, has sold out.

Miss I. Small, grocer, Toronto, has sold out.

Mrs. W. H. Oldfield, grocer, Point au Baril, is dead.

W. G. Allison, grocer, St. Thomas, has sold stock to Butler Bros.

Mrs. N. Swanbrick, grocer, Hamilton, has been succeeded by Mrs. J. Brennen.

G. H. Bentley is succeeding Est. of Mary A. Bentley, grocer, Pt. Arthur.

W. S. Marr, Winnipeg, manager of the Cowan Company, Toronto, has been East on a business trip.

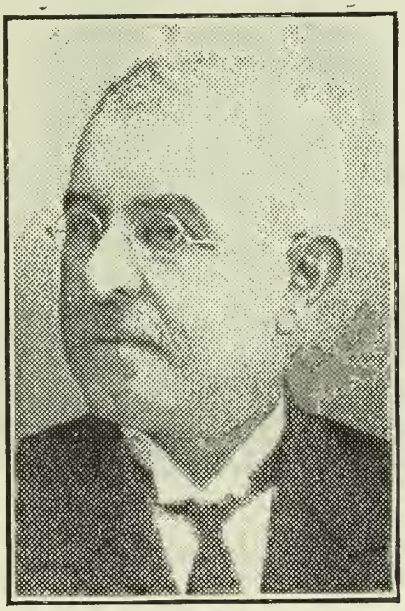
Domitrek & Skorvc, grocer, Welland, have been succeeded by Domitrek & Horvatek.

A. H. MacIntosh, traveller for the Gold Standard Products, has been spending his holidays in Toronto.

J. M. Barker of Medland Bros., wholesale grocers, Toronto, spent a short time during the holidays at Portland, Ont.

S. A. Madill of the Canadian Chicle Co., Peterboro, has recently returned from a business trip through the Western provinces.

Carswell Bros., who have been in business at Arthur for the past year, have recently bought a stock at Brus-



CHEVALIER JOHN B. CICERI
President of the Charles Ciceri Co., Toronto, who was lately honored with the Order of the Crown of Italy, by King Victor Emanuel, in recognition of his many services in fostering good relations between Italy and Canada.

sels and have moved a large part of their Arthur stock to that town.

D. L. MacDougall, of the Lake of the Woods Milling Co., Montreal, who has been holidaying for the past two or three weeks, has returned, and is again at his desk this week.

Harper R. Gray, who has been confined through an operation the past ten days, has resumed his duties as manager of Gunn, Langlois & Co., wholesale provisions, Montreal.

L. S. Benniger, proprietor of the Grand Valley creamery, has purchased the Wingham creamery plant, which has not been operating for a few years, and intends to keep it going the year around. The Grand Valley plant will also be kept running from May until December.

S. W. Somerville who has been connected with Geo. E. Bristol & Co., wholesale grocers, Hamilton, Ont. for the past 28 years, has been admitted as partner with Geo. E. Bristol. The new firm will be known as Bristol, Somerville & Co. Mr. Somerville has been manager of the business for a number of years. Trade in Hamilton and Western Ontario have had a long acquaintance with him.

Western Provinces

P. A. Young, general store, Crystal City, Man., has discontinued.

T. E. Vanstone Co., Ltd., general store, Yorkton, Sask., is selling out.

M. Lacell, grocer, Winnipeg, has sold out.

S. Hart, proprietor of a general store, Sandy Lake, Man., died recently.

Mrs. R. W. Cunningham, grocer, Saskatoon, Sask., has sold out.

J. W. Mitchell, general store, Togo, Sask., has sold out.

M. Lee, general store, Bondiss, Alta., has sold out.

W. Babyczuk, grocer, Rossburn, Man., is out of business.

Wm. Hoover, general store, Glenevis, Alta., has sold out.

R. C. Hudson, grocer, Medicine Hat, Alta., has sold out.

Wilson Bros. general store, Vantage, Sask., has been succeeded by G. O. Burgstul.

L. Bonney, secretary, Codville Co., Ltd., wholesale grocers, Winnipeg, Man., is dead.

W. A. McKay, manager of the Gold Standard Mfg. Co., Winnipeg, has been away on a short vacation.

J. Hamelin & Co., general store, St. Rose du Lac, has sold to J. Molgat & Co.

Geo. F. Dent has been appointed Regina representative of the Donald H. Bain Co., of Winnipeg.

J. E. Macfarlane, general manager of the Western Canada Flour Mills Co., was a Montreal visitor and returned to the West on Friday.

A. B. Congdon, manager of Libby, McNeil & Libby, Winnipeg, is on a visit to Chicago, Detroit, Buffalo, New York and other eastern centres.

A new rye mill was recently opened in Winnipeg. The mill has a hundred barrel daily capacity. G. B. Brundret, late of the Lake of the Woods Milling Company, is the manager.

E. R. Lewis, one of Winnipeg's oldest residents, died on Thursday, December 27, aged 61. He was born at Collingwood, Ont., but went West twenty years ago, being employed as commercial trav-

eller by Telfer Bros., later going into partnership with the firm of J. D Brack & Co., grocery brokers, Winnipeg.

Joseph Albain Vezina, for the past seven years a traveller in the employ of Jobin Marrin Co., Ltd., Winnipeg, was married last week to Miss Angeline Deschenes. Last week they left for Joliette, Que., where the honeymoon will be spent. Mr. Vezina covers a portion of Winnipeg and the surrounding territory for the above firm.

RAINY RIVER MERCHANTS ADOPT CASH AND CARRY

The merchants of Rainy River united in adopting a cash and carry system, the system becoming operative on December 17. It was decided by them in order to get prices to rock bottom, that all goods should be sold for cash, delivery charges to be borne by those who benefited thereby. The services of a good delivery man were secured to deliver goods for all the merchants at a price which would guarantee him a comfortable living only, namely ten cents for one hundred pounds, and five cents for each additional hundred pounds. Minimum ten cents for any delivery, charges to be added on every order delivered.

It is expected that this system will so reduce operating expenses, and increase business that it may be possible to make the prices of goods in this section as low or lower than any other point in the province.

LAWRENCE BONNY DEAD

Sales Manager of Codville Co., Ltd., Winnipeg, Passes Away After a Long Illness

Lawrence Bonny, sales manager for many years for the Codville Co., Ltd., Winnipeg, passed away at his residence in Winnipeg, December 16, aged 59 years.

He was the fifth son of James R. Bonny, of Palmer's Green, London, England. He came to Canada in 1878, settling in the Thornhill district. occupying one of the farms now owned by Thomas H. Smith, who accompanied him to Manitoba. During the boom in 1882 he was employed by some of the prominent real estate dealers, having had experience in that line of business in England. The Canadian Pacific Railway subsequently sent him to Scotland as a lecturer to induce immigration from that country and on his return to Winnipeg the company opened an immigration office in the city and placed Mr. Bonny in charge. At a later date he was placed in charge of stores, first at Whitewood on the C.P.R. and then at Keewatin. The wholesale grocery house of Turner, McKeand & Co., then in existence, asked him to represent it on the road, and he was familiarly known by the merchants in southern Manitoba and as a pioneer traveller of the great northwest.

When the firm of Codville & Co. was established he was asked to enter the firm as sales manager and became a director of the company. His son James is with the navy, now in English waters, and Charles with the 19th reserve battalion of the Canadian forces serving overseas.

OFFICIAL HONORED BY STAFF

F. O. Schreiber, assistant superintendent of E. W. Gillett Company, Ltd., received a pleasant surprise recently when the staff of the works assembled and presented him with a magnificent leather library chair and a box of cigars as a token of their esteem and goodwill. A. P. Craig, superintendent, made the presentation. A. C. Henderson, Arch. Taylor and A. E. Watson in short addresses spoke in appreciation of Mr. Schreiber.

C. C. WARDROPE

recently appointed general manager of Paulin-Chambers Co., Ltd., biscuit manufacturers, Winnipeg.

DAIRY COMMISSIONER HEADS LARGE CREAMERY COMPANY

W. A. Wilson, who has been Dairy Commissioner of Saskatchewan since the Province was organized, and represented the Dominion Government in the territorial days, has resigned to become General Manager of the Saskatchewan Co-operative Creameries, Limited. F. M. Logan, deputy, becomes Dairy Commissioner.

FOOD CONTROLLER REQUIRES CHANGE IN FORM OF CARTON OF WHEAT CONTAINERS

In connection with the granting of licenses to sell wheat foods in packages, it is interesting to note that one company at least whose license to package wheat foods was approved though not yet actually granted, has been requested by the Food Controller to adopt a less expensive container. Until the embargo was announced fibre tube container made by an American manufacturer was used by this company. In future the wheat food sold by this company will be put in square cartons of cardboard. In compliance with the Food Controller's request the new container will be much cheaper though probably not so attractive as that previously used. The Food Controller has also agreed to let this company add another quarter-pound of wheat food to the package.

PRESENTATION TO FRANK GUISE

Regina, Sask.—On Saturday, Dec. 22, the firm and members of the staff of the H. C. Smith Company, Regina, wholesale grocers, made Frank G. Guise the recipient of a purse of gold and a silver coin case, prior to his leaving the employ of the firm to enlist with the Royal Flying Corps. Mr. Guise has been in the grocery business for a number of years and is well known in Regina business circles. He has been with the J. G. Smith Company for a period of five years, coming to Regina from Moose Jaw, where he was employed with the A. MacDonald Company. The members of the staff of the H. C. Smith Company met in the offices Saturday noon, the presentation being made by H. G. Smith. Mr. Guise made a suitable reply.

TO PREVENT UNLOADING DELAYS

A recent Order in Council framed to prevent the holding of food stocks in cars has become effective.

It provides that no freight car containing such products shall be allowed to remain under load at its destination for more than four days after notice of its arrival has been given by the railway company to the consignee. When any such car is detained for a longer period, the railway company is required to notify the Food Controller.

Similarly, the Food Controller must be notified if any freight car containing food is held at any railway point for a furtherance order for more than one day after the arrival of the car.

If a car remains under load at its destination for more than four days, or has been held more than one day for a furtherance order, the Food Controller is authorized to give written notice requiring the unloading or issuance of a furtherance order within two days. At the expiration of this period the food, if not unloaded or reshipped, will be sold by the Food Controller.

The Food Controller is also authorized to forbid the acceptance by the railway companies, without his written permission, of food from any shipper whose goods have been shipped and sold. For failure to comply with the provisions of the order a penalty is provided of a fine of up to $500 or imprisonment for a term not exceeding six months, or both fine and imprisonment.

C. Cochrane, grocer, of Steelton, Ont., has enlisted.

N. Procyk, general store, Sandy Lake, Man., has enlisted, Business continued by his brother.

Harry Weeks, who has for the past three years represented Plunkett and Savage, the wholesale fruit merchants, Winnipeg, has joined the Aviation Corps, and has just left for his training quarters.

Lieut. Geo. H. Foster, who before leaving for the front was the manager of the Linde Canadian Refrigeration Company, Montreal, has been reported seriously gassed during the course of recent fighting. Although his condition is serious, it is believed that he will recover.

Wm. Murray, whom many of the trade in Western Canada will remember as being connected with the firm of W. G. Patrick & Co., Ltd., manufacturers' agents, Winnipeg, has written a letter from France, where he is stationed with the 43rd Batt., Canadians, to O. Marrin, of the firm of Jobin Marrin Co., Ltd., telling him his experiences at the front. His friends will be glad to hear that he is quite well.

SON OF MANAGER OF OXO GETS M. C.

Lieut. H. A. Mossman, son of A. Mossman, Canadian manager of the Oxo Company, has been awarded the Military Cross for conspicuous bravery during the latest British offensive. Lieut. Mossman trained in Toronto with the C.O.T.C. and on reaching England was gazetted in the Royal Berkshire Regiment.

NEW BRUNSWICK GROCERY TRADE HAS GOOD YEAR

The year of 1917 has been a satisfactory one to the grocery trade of New Brunswick, generally, in spite of war time handicaps. The purchasing power of the public has been greater than ever and while war has forced many economies the necessity for three meals a day has kept up the demand for groceries. The volume of business, measured in bulk of goods, is said to be at least as great, while the higher prices of all commodities has made the average turnover in money greater than usual. Merchants, both retail and wholesale, are looking forward to 1918 with a fair amount of confidence as conditions in New Brunswick are regarded as such as to ensure substantial business under almost any developments the year may bring.

At the same time, the need of tightening up methods to meet war conditions is recognized and business men are realizing that changes not only should but can and must be made.

The proposals for co-operative deliveries, as outlined in the CANADIAN GROCER last week, have struck home in St. John, where the special delivery habit flourishes rampantly. While opinions are divided on the subject of how best to deal with this evil, it is generally recognized that some form of education for the customers must be the first step and that more radical steps may be forced on the trade before long.

High prices on the local markets and the hope of still higher before spring are encouraging New Brunswick farmers to hold back their stocks of potatoes. Buyers for outside markets have not been able recently to offer sufficient inducements to stimulate selling and shipments are light.

Seventy-five or eighty representative farmers of Westmorland, Albert and Kent Counties met in Moncton, N.B., and took steps to organize the Farmers' Co-operative Creamery Co., Ltd. It was decided to proceed at once with the erection of a suitable building in Moncton and it is expected to have the creamery in operation by May next.

P. B. TUSTIN, A NEW FIGURE IN THE TRADE

(Continued from page 20.)

surprise many to find that a municipal official should be chosen for a position of this kind and the criticism may be levelled that it would be better to chose a man right from the business itself. One who knows Mr. Tustin has stated that he knows more about the food business than the average wholesaler himself. His work has brought him in touch with all classes of men, and he has always had his ears and eyes open. As another wholesaler in Winnipeg put it, "He has made good," and the trade in Winnipeg have decided among themselves that he is the right man for the job.

Mr. Tustin is a member of the Royal Sanitary Institute of London, England, and was for two years vice-president of the Canadian Public Health Association for Manitoba, also president of the Sanitary Inspectors' Association of Western Canada in 1912.

With the inauguration of Child Welfare in the Winnipeg Health Department, he was appointed as manager, and under his regime the work achieved great sucess, the infantile mortality in the city being reduced from 200 deaths of infants under one year of age out of each 1,000 born, to less than 100 deaths during the present year.

BAKING POWDER IN LARGE TINS

(Continued from page 27.)

Armstrong & Pafford, Ltd.:—J. Wiley, G. H. Gansby. M. Cole. C. Stephens, E. J. Cronk, T. C. Aitken, A. Mabee.

H. P. Eckardt & Co.:—W. Bregg, Hugh S. Peden, H. L. Wallace. A. Marnock, E. Armstrong, Edgar J. Wood, G. Young, R. J. McCrea, Albert Harris, Clem. Garvey, T. Dudgeon, F. J. Bennett, W. A. Bothwell, R. C. Grant, J. O. Elton, C. J. Garfield, J. M. Thom, E. Lees, W. C. Minett, R. Boiter.

Groceries, Ltd.:—B. Murrell.

Higgins & Burke, Ltd.:—D. C. Fields, Stafford Higgins.

F. W. Humphrey:—C. W. Armstrong, Ross F. H. Humphrey, W. W. Hall, W. A. Mitchell, Gordon Humphrey, E. F. Walker, A. Jacobs.

Thos. Kinnear & Co.:—T. H. Kinnear, H. S. Kinnear.

Jas. Lumbers Co., Ltd.:—Arthur Skitch, F. Stewart, F. B. Lumbers, W. A. Hamilton, D. Phelp, W. Wortley, N. B. Hull, N. W. Lumbers.

Thos. McMahon:—R. S. Cummings, A. S. Topping.

Medland Bros., Ltd.:—W. R. Kindree, W. Yule, J. H. Burlou, J. M. Barker, E. S. Merritt, F. A. Bone, Arthur Glanville.

Parsons, Brown & Co.:—Gordon C. Brown. T. A. MacDonald, N. J. Clark, P. H. Brown.

Perkins, Ince & Co.:—J. J. Jamieson, W. Collins, D. W. Duff, F. H. Stephenson.

Robinson Mfg. Co.:—J. J. Smith, W. E. Storey, Andrew S. Brown, Edwin Robinson, W. P. Fessenden.

Eggo Baking Powder Co., Ltd.:—E. G. Willard, Angus McIntosh, J. Furmston.

J. E. Nicholl, Toronto; G. F. Beer, Food Controller's Department, Toronto; W. E. Ireland, Toronto and Ottawa; W. A. Madden, J. Mowat.

Canadian Grocer.—B. T. Huston.

HOW TO HANDLE CREDITS

(Continued from page 30.)

been acquainted with him in a pleasant, understanding kind of way? Also, do you think that you could take exception to the sound sense he injects in such a modest, quiet, yet sincerely forceful way?

I recall a dunning letter sent out by a very famous, high grade grocer of a large city to one of his regular customers who had traded with him long and always had paid within the month after the goods were bought—except this time when, by oversight, the bill had not been paid.

The letter stated that prices were always fixed on the basis of cash dealings; but that credit was extended purely for the accommodation and convenience of the customer; and that, as such, it should not be abused not stretched beyond its proper limits by the customer.

I thought that was a pretty good way to put it; and I did not think that the frank tone of the letter would hurt anybody worth while. If it hurt those not worth while that would not matter, for they would only stay away from the store—and that would be just so much better for the store.

Let us all try to get the right perspective on this credit question. Many of us are doing it. The times helps all of us. I think the man who will not learn how to handle credits now is about due for the discard anyway.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

ANOTHER advance has been recorded in the price of laundry soaps to the extent of 60c per case. This makes the second advance within the past three weeks. Owing to the shortage of fats and oils there is a strong market for this class of soap. One refiner has again reduced the price of sugar 30c per hundred. Starches and cornstarch have declined 1c per pound. Corn syrup is also down in price.

Package rolled oats have not yet advanced in price but a strong situation exists owing to the steadily upward tendency in bulk rolled oats. Manufacturers of package rolled oats will not accept contracts on the present price basis as they assert that they would be losing money if they did. Only immediate needs in package oats are being met at the present time. Further advances were recorded in bulk rolled oats and oatmeal. Cornmeal made a big advance due to a chain of circumstances, namely, poor quality of corn, light supplies of corn available and lack of transportation to bring the grain forward once it is secured in the United States markets. Hominy grits and pearl hominy also made slight advances during the week. No announcement has been made with respect to higher prices on flour. One milling concern advanced the price of Ontario flour during the week.

Other advances recorded during the week include those on sal soda and cleanser. Creamery butter was in strong market during the week and advances were recorded in this commodity. Good supplies of margarine from the United States are now coming into the Canadian market but its presence as yet has had no weakening effect on creamery butter, although it has affected the price of dairy butter toward lower levels. There was a firmer tendency in a number of provision lines. Some lines of fish show an upward tendency. Fish consumption is reported to be on the increase. Now that stock-taking is about completed wholesalers are looking forward with confidence to the new year's business.

QUEBEC MARKETS

MONTREAL, Jan. 1.—The holiday week has been characterized by the usual amount of business, with few price changes recorded. A new quotation is made on cotton twines and the three-ply is now selling at 52½ to 53½c per lb. and the four-ply at 56 to 57c per lb. Baking soda records an advance of 35 cents per 112 pound keg, making the new price $4.25. Starch registered a decline of one cent per pound on all sizes, and a lower schedule has also been effected for corn syrups, as noted in current markets. One jobber has secured a supply of new bleached currants, and these are reported as being very nice and clean stock. They are selling in the 25 pound boxes at 16½c per lb. and in the 50 lb. size at 16c lb. There has been an active demand and sale for various lines of grapes, oranges and bananas, and for the most part this was a satisfactory holiday season for the special lines. Barbadoes molasses is reported very firm. Storage eggs are firm and have been selling well, in the absence of any considerable supply of new-laids. Margarine has gone higher by one and a half cents per pound, and butter is also firmer, storage creamery recording a cent advance.

Sugar Down To $8.50; Outside Prices Easy

Montreal.

SUGAR.—There seems to be a freer delivery of sugar now and few complaints are heard the past couple of weeks. Some raws have been received here and the refiners are sending out a fair allotment to jobbers, who in turn are able to better meet the needs of their customers. There is an unsettled condition in United States points. Some squabbling is evident there among refiners and brokers and it is likely that a ruling will be made by the authorities at Washington which will clarify the situation for the near future as to prices. The week's feature is that of a reduction upon the part of the Canada Sugar Refineries to $8.50, while other quotations hold.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	9 00
Canada Sugar Refinery	8 50
Dominion Sugar Co., Ltd., crystal granulated	9 00
Special icing, barrels	9 20
Diamond Icing	9 20
Yellow, No. 1	8 60
Yellow, No. 2 (or Golden)	8 50
Yellow, No. 3	8 40
Powdered, barrels	10 10
Paris lumps, barrels	9 60
Paris lumps (boxes), 100 lbs.	9 70
Crystal diamonds, barrels	9 60
Crystal diamonds (boxes 100 lbs.)	9 70
Assorted tea cubes, boxes	9 60
Cut loaf (50-lb. boxes)	9 90
Cut loaf (25-lb. boxes)	10 10

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Cotton Twine Again Up; Advance Of Two Cents

Montreal.

WRAPPING TWINE.—A considerable advance is recorded in the price of cotton wrapping twine and this is represented in an increase of two cents per pound, the three-ply wrapping is now quoted at 52½ to 53½c per pound, and the four-ply at 56 to 57c per pound.

Baking Soda Advances 35c Makes Price Now $4.25

Montreal.

BAKING SODA.—A new price is being quoted for baking soda. The keg containing 112 pounds, which has been selling for $3.90, is now quoted at $4.25, representing an advance of 35 cents per keg. The increase is attributable to higher costs for raw materials and to higher prices for the containers.

Starch Declines One Cent In All Size Packages

Montreal.

STARCH.—A decline is recorded in the price of starch. This applies to all sizes of package goods, and becomes effective on January 2. This is made in sympathy with the lower prices obtain-

ing for corn. It will thus be possible to buy the one pound sizes of silver gloss at 11c and also Benson's corn starch at the same price. Canada corn starch will sell now at 10 cents a package instead of 11 cents.

Canned Goods Trade Light And Unchanged

Montreal.

CANNED GOODS.—Locally, there has been little interest surrounding the canned goods situation, which remains firm but unchanged. Business confines itself to that of limited sorting requirements. Supplies in jobbers' hands are quite light and retail dealers are buying as the requirements dictate. High prices have inevitably curtailed sales, and the outlet is quite confined to those who can afford to pay the abnormally high prices.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 50	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Dried Fruit Sales Good; Prunes Up Half A Cent

Montreal.

DRIED FRUITS.—The holiday demand for dried fruits was very satisfactory with many jobbers, and, notwithstanding the untoward conditions with which they have been confronted, they have given the retail dealers very good service. The demand has been good for raisins and peels and also for figs and dates. The most noticeable shortage, probably, was that of currants and very light supplies of these were to be obtained. One of the large jobbers has received a shipment of fresh bleached seedless raisins. These are offered in boxes of 25 lbs. at 16½c lb. and in 50 lb. boxes at 16c lb. They are nice, clean stock and in this respect superior to some offerings of European stock.

Apricots	....	....
Apples (evaporated)	....	0 23
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	....	2 25
Prunes—		
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	....	0 12½
70-80s	....	0 12
80-90s	....	0 11
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Corn Syrups Are Down; Both Bulk And In Tins

Montreal.

MOLASSES AND SYRUPS.—An announcement of interest was made direct to CANADIAN GROCER by a large manufacturer of a lower schedule for corn syrups, and a perusal of the following, indicates considerable reductions. This approximates from 30 to 50c per case, and in bulk the change equals half a cent per pound. Thus the 700 lb. barrels will be reduced from 7½ to 7c per lb. Half barrels at the new price will sell for 7¼c per lb. and kegs at 7½c lb. Two pound tins are quoted at $4.65 per case of two doz. tins:—5 lb. tins, 1 doz. to a case are $5.20; 10 lb., with ½ doz. to case, $4.95 case and 20 lb., ¼ doz. to the case, are $4.90 a case. The 2 gallon or 25 lb. pails are $2.15 each; 3 gal. or 38½ lb. size, $3.25 each and the 5 gal. size, 65 lb. now sells for $5.25 per pail. These prices are effective January 2, 1918. The reductions have followed on a lowering of corn prices. Orders will be taken, subject to prices ruling at date of shipment, as manufacturers cannot know with any degree of certainty what the deliveries may be in the future.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38¼-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25

Barbadoes Molasses—	Prices for Fancy. Island	Choice. of Montreal
Puncheons	0 86	....
Barrels	0 89	....
Half barrels	0 91	....

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	....
Barrels, per 100 lbs.	....
Half barrels, per 100 lbs.	....

Holiday Nut Trade Has Been Satisfactory

Montreal.

NUTS.—The feature of the holiday trade for nuts was the matter of scarcity. This applied to several varieties and while there was a fairly good supply of some stocks in cold storage, it was nevertheless evident that a real shortage confronted dealers in such lines as peanuts and walnuts. Some belated shipments came to hand just in time to meet the demand before Christmas. Trade now is rather light, and prices while maintained show no advances.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts large an small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 20
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	....	0 16
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 57	0 58
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Honey Sales Fair; Supplies Are Light

Montreal.

HONEY, MAPLE PRODUCTS. — There is more consumption of honey this cold weather, and for the product there continues a fair demand. Stocks of comb honey are confined and there is a perceptible decrease of stocks from week to week. Quotations are maintained but no advances have been made. The maple products have been somewhat popular for the holiday trade and syrup will be in demand by many who prefer it at this season of the year.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½
Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Bean Market Normal; Demand Fairly Good

Montreal.

BEANS.—There is now a good steady demand for beans and in speaking with one retailer this week CANADIAN GROCER ascertained that sale of some fifteen varieties and over were being effected. In fact a splendid trade had been secured by carrying a larger variety to meet the popular demand. Supplies are coming forward fairly well, but of some varieties a real shortage is reported. Prices are maintained and sales

are being made on the following quotations:

Beans—		
Canadian, hand-picked	....	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 8-lb. pickers, per bu.	....	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	....	10 00
Michigan, hand-picked	....	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	....	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	....	5 00
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Rice Sales Small; Price Holds Unchanged

Montreal.

RICE, TAPIOCA.—Light trading is being effected in rice or tapioca, although there has probably been a slightly better demand for the latter. The general sorting demand as obtaining at this season of the year is evident, but beyond this there is no marked change. Prices hold as quoted herewith. It is stated that some embargoes have been raised as applying on southern railroads, and this may have a beneficial effect on future deliveries.

Carolina	10 00	11 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	....	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 80
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Japan Teas Still Firm; China s Getting Scarcer

Montreal.

TEAS.—The market is somewhat quiet, but for this season of the year a better condition of trade is reported than is usual. There have been no changes in price, but with the increased rates asked for transportation it is expected that advances may be made soon. Japan teas continue with a firm undertone and jobbers anticipate higher prices being announced for grades of this line. Stocks of green teas grown in China are light, it is stated, in so far as spot stocks are concerned and there will probably continue to be a scarcity of this line for some time. Importers and jobbers are concerned now with their annual inventory.

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Coffee Market Quiet; Cocoa Firm, Unchanged

Montreal

COFFEE.—Roasters and dealers are now finishing up their inventory for the year, and a somewhat quieter tone prevails for coffee. Sorting orders continue to be fair, however. Travellers have been in for the holidays but will be starting out again soon on their various territories. The situation for the future looks firm in the primary centres, where an increased activity in trading is noticeable. Supplies, locally, are said to be fairly good. Cocoa is still in good demand and will be a favorite line, while this cold weather lasts.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Spice Market Quiet; Prices Are Well Held

Montreal.

SPICES.—There is little change in the spice market here and supplies are held at quotations given with a firm undertone prevalent. Spot stocks are fairly good in some lines, while in others there are just fair quantities on hand. It is difficult to anticipate any lowering tendencies, in view of the transportation problems that continue to affect importers, and stocks of some lines are growing less weekly at import centres.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 70	0 80
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 60
Peppers, black	0 35	0 38
Peppers, white	0 40	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Vegetables And Fruits Have Been Selling Well

Montreal.

FRUITS AND VEGETABLES.—The week has passed with a fair volume of trade recorded, but dealers had stocked up quite generally before the holiday season and with the exception of filling in depleted lines there was no great rush. Fruits have been popular and large sales of oranges, bananas and grape fruit have been effected. Cranberries have been in active market and grapes also have been one of the lines in active market. Prices have been holding normally, and there has been a somewhat lower tone to the price for lemons. Winter vegetables are selling very well. Once in a while an addition is made to the imported lines of fresh vegetables and there is a fair demand for these lines from some quarters, though most of this imported stock is high in price.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia (lates)	5 00	5 75
Oranges, Porto Ricos	3 75	4 25
Oranges, California	5 75	6 25
Grape fruit	3 50	5 00
Lemons (fancy new Messina)	6 00	7 00
Grape fruit (fancy Jamaicas)	....	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Apples, new (in bbls.)—		
Cocoanuts (sack)	....	7 25
Wealthy, No. 1	7 00	7 50
St. Lawrence	....	8 00
Fameuse	8 00	8 50
McIntosh Red	....	8 00
Ben Davis	....	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Pears (eating)	....	4 00
Cauliflower (California), crate	....	2 75
Cabbage, Montreal, per bbl.	....	1 75
Cabbage, Montreal, doz.	....	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, crates, 7 doz. (Ontario)	....	5 00
Celery, California	....	6 50
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 50
Spanish onions, half cases	....	2 25
Spanish onions, small crate	1 25	3 00
Spanish onions, large crate	5 00	5 50
Spanish onions, small crate	1 50	3 00
Potatoes (sweet), per hamper	2 50	4 50
Carrots, bag	0 90	1 00
Beets, bag	....	1 00
Parsnips	....	1 25
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse	0 30	0 35
Lettuce, curly (4 doz.), box	....	1 50
Tomatoes, pound	....	0 80
Horse radish, per lb.	....	0 25
Beans, wax, bag, U.S.	....	7 00
Beans, green, bag, U.S.	....	7 00
Leeks, per doz.	2 50	3 00
Parsley, doz.	....	0 50
Parsley, Bermuda, doz.	....	0 70
Mint, doz. (American)	....	0 40
Watercress, doz.	....	1 25
Watercress (Canadian)	....	1 50
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 15
Sprouts, Brussels, American, qt.	0 21	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb.	....	0 25
Dried thyme, dried savory, dried marjojram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 25	2 50
Peppers, per bkt.	....	1 25
Holly, doz.	....	2 00
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	....	20 00
Cranberries (new), small size, per bundle	....	1 50
Evergreen (for decorating), dull, per bundle	....	1 50

Embargo On Grain Will Affect Flour Output

Montreal.

FLOUR.—There is a continued firmness to the market and the firm undertone is as fully marked as has been noticeable for some weeks. Just as this report goes through CANADIAN GROCER has been informed of an embargo on all grain shipments over one of the large transportation lines for the next five days. This will have the effect, immediately, of closing mills for the period so named, as, with supplies so affected millers will hardly take the chance of continuing milling operations, for the time being. The railway commission has also sanctioned an increase of 15 per cent. on grain products from Fort William east. This, with the high costs of jute and cotton bags, in addition to increased elevator charges must soon have

the effect of advancing flour costs. For the week, prices have been maintained without change.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	11 60	11 80
Second patents	11 10	11 30
Strong bakers	10 90	11 10
Winter Wheat Flour—		
Fancy patents	11 25	....
90%, in wood	10 50	10 75
90%, in bags	5 20	5 30
Bran, per ton	35 00	....
Shorts	40 00	....
Special middlings	50 00	51 00
Feed flour	61 00	75 00
Feed oats, per bushel	0 97	1 00

Cereals Still Firm; Rolled Oat Demand Big

Montreal.

CEREALS.—There is a strong demand for cereals, with a heavy drain on stocks of rolled oats and oatmeal. Tendencies are to firmness, particularly for oat products, but no new prices have been announced this week. It is charaeteristic of the holiday week that changes are few. With the outlook for deliveries uncertain and with a stronger tendency to prices for oats, there is some likelihood of higher levels being reached for oat products. With all mills and with jobbers there is a decided firmness of tone. Deliveries are being made very well and orders for cereals preferred in the severely cold weather are frequent.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	5 75
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 75	6 00
Oatmeal, granulated, 98 lbs.	5 75	6 00
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 15	5 50
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

ONTARIO MARKETS

TORONTO, Jan. 2.—Now that the holiday season is over wholesalers are again girding up their loins to make a fresh drive for business. With stock-taking about over merchants are now settling into their stride for the new year. On the whole there has been general satisfaction expressed with the year that has passed on the score of business. The shortage of supplies in many lines has been the greatest obstacle to business during the past year. Some wholesalers are not optimistic for the coming year in the hope that supplies will be any heavier. With so many men taken from productive work and a general shortage of foodstuffs it is anticipated the shortage may be even accentuated should the war continue throughout the year. There will no doubt be many developments in the way of regulation of foodstuffs during the coming year.

Another Decline Of 30c By The Refiner

Toronto.

SUGAR.—Canada Sugar Refining Company announced a further decline of 30c per hundred in the price of sugar, making their selling basis now $8.64 per hundred for extra granulated. Other refiners continued to quote on the basis of $9.14 for St. Lawrence, $9.04 for Atlantic, $9.14 for Dominion, with Acadia still withdrawn from the market. Greater activity was reported in the raw sugar market during the week. During the last week of the year sales of some 60,000 bags of raw Cuban sugars were reported as having been made to the International Sugar Committee for December and January delivery at 4.985c per pound cost and freight, which is equal to 6.005c duty paid. The new price represented a slight advance over the previous sale owing to a slight advance in the cost of importation. Prices are evidently being figured very closely as is evident from the fact that figures are made on the basis of three decimal places. Some four thousand tons of old crop sugar purchased for Sweden were released for distribution through the United States refiners' committee. With raw sugar commencing to be sold in greater volume to refiners in the U. S. it is expected there will be a more general resumption of operations in that country. With the freer movement of raw sugar the Canadian refiners will share in all probability to the same extent as the United States refiners, as the purchases of the new crop raws will be distributed on an equitable basis by the International Sugar Committee. There are now 70 centrals grinding in Cuba as compared with 48 at this time last year.

Atlantic extra granulated	9 04
St. Lawrence, extra granulated	9 14
Acadia Sugar Refinery, extra granulated.	....
Can. Sugar Refinery, extra granulated...	8 64
Do., No. 1 yellow	8 24
Dom. Sugar Refinery, extra granulated..	9 14
Yellow, No. 1	8 74
Special icing, barrel	9 34
Powdered, barrels	9 24
Paris lumps, barrels	9 84
Assorted tea cubes, boxes	9 84

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Corn Syrup Has Been Reduced ½c Pound

Toronto.

MOLASSES, SYRUP.—Now that the embargo has been raised on the shipment of corn from the United States into Canada the prospect for getting supplies is a little more hopeful. Quality of the corn, however, is reported poor and this will interfere with the free milling and manufacture of the product. The price of bulk corn syrup declined ½c per pound, making the basis now 7c per pound in barrels. Two-pound tins have declined 50c per case, while 5-lb. and 10-lb. tins have declined 30c per case. There is a fairly good demand for the product. Molasses held in a steady market, firm prices being maintained. Demand has been fairly good for the holiday baking trade.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
Molasses—		
Fancy Barbadoes, barrels	0 90	0 92
Choice Barbadoes, barrels	0 80	0 82
West India, ½ bbls., gal.	0 55	0 58
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 25
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	5 65
Tins, 2-lb., baking grade, case 2 doz.	....	3 00
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Laundry Soaps And Sal Soda Again Advance

Toronto.

SOAP, SODA, CLEANSER. — The wholesale grocery trade showed more than a passing interest in the advance in laundry soaps during the week, which amounted to 60c per case and now makes the selling price $6.75 per case. At the time of writing Surprise, Sunlight, Comfort and other lines, with the exception of Proctor & Gamble lines, had been advanced. There is a general shortage of fats and oils of all kinds and the market for soap is one exhibiting much strength. Sal soda is another of the lines to show an upward tendency, an advance of 25c per case having been recorded during the week. In cases it is now quoted at $2 for full case and $2.25 for broken cases. In bags sal soda is now quoted at $1.75 per 100 pounds. An advance of 20c per case has also been made effective in the price of Old Dutch Cleanser, making the price now $4 per case of four dozen.

Canned Goods Prices Maintained

Toronto.

CANNED GOODS.—In the face of a rather light demand for canned goods at this season of the year prices have nevertheless been firmly maintained. Lightness of supplies has operated to keep prices steady at high levels. Holiday demand for canned goods is not heavy but with the passing of the festive season demand is expected to get back into normal channels in the near future.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	3 75	4 25
Sockeye, ½s, doz.	2 25	2 35
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	....	1 35
Pinks, 1-lb. talls	2 30	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 75	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 80	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 80	2 25

Peas, early June	1 87½	2 02½
Beans, golden wax, doz.	1 75	1 90
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 35	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 15
Do., black currant, 16 oz.	2 90	3 05
Do., strawberry, 16 oz.	3 00	3 25
Peach, 16 oz.	2 35	2 85
Plum, 16 oz.	2 35	2 85
Raspberry, 4-lb. tin	0 77	0 83
Black currant, 4-lb. tin	0 74	0 77
Strawberry, 4-lb. tins	0 80	0 83
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Dried Fruit Stocks Held Are Not Heavy

Toronto.

DRIED FRUIT.—Owing to the light arrivals of dried fruit from West Coast points stocks now held in this market are comparatively light. While some few cars of raisins and prunes reached the trade before the holiday period shipments into this market were stated to be not more than one-third those that usually reach this market by the new year. Evaporated apples are in light supply. Apricots and peaches are also still very light on spot stocks. Currants are getting within very narrow compass as the holiday demand made considerable inroads on stocks. Prices held unchanged during the week.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	....	0 16¾
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	....	0 30
Candied Peels, American—		
Lemon	0 28	0 35
Orange	0 30	0 37
Citron	0 35	0 45
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 26	0 28
Dates—		
Excelsior, pkgs., 3 doz. in case	4 40	4 95
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	....
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 15½	0 17
50-60s, per lb., 25's, faced	0 14	0 14½
60-70s, per lb., 25's, faced	0 12	0 14
70-80s, per lb., 25's, faced	0 13¾	0 13¼
80-90s, per lb., 25's, unfaced	0 11	0 12¼
90-100s, per lb., 25's, faced	0 10½	0 11¾
Peaches—		
Standard, 25-lb. box	....	0 15¾
Choice, 25-lb. boxes	0 16½	0 18
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 15	0 15½
Valencia, Cal.	0 07	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	....	0 12½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, screened, lb.	0 14½	0 15½

Inquiry For Tea Reported Fairly Good

Toronto.

TEAS.—Inquiry for tea is reported fairly good. There are fairly heavy stocks in the local market to take care of any requirements in this respect. The presence of heavy stocks of Java teas is tending to hold the market in an easy position. Wholesalers are positive in the expression of the belief that the future will likely see higher priced teas in this market. They point out that cost to import at the present time would be considerably in advance of selling prices on this market. When importers have to enter the market to stock up they will apparently have to pay higher prices.

Ceylon and Indias—		
Pekoe Souchongs	0 38	0 40
Pekoes	0 40	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 36	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Earthquake May Affect Some Coffees

Toronto.

COFFEE.—Owing to a recent earthquake in Guatemala coffee dealers in this market anticipate that some damage may have been done to the coffee crop in that locality. As to the extent of the loss, if any, nothing is known as yet in this city. The grade of coffee coming from that district is stated by coffee men to be of a high grade. Coffee held steady during the week both in the primary and local market. Dealers report the demand for coffee is increasing rapidly in Canada. Prices on cocoa and chicory were maintained during the week.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 16	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Consumption Of Spices In December Was Good

Toronto.

SPICES.—Dealers in spices report the consumption of spices during the month of December was very gratifying, in some instances being considerably ahead of the corresponding month last year. They are furthermore anticipating that there will not be the usual quiet period during the month of January, as there was very little spasmodic buying for the purpose of stocking up during the closing weeks of the year. The demand was of a steady routine nature and the volume kept up well. Prices were maintained during the week.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 50
Mace	0 90	1 10
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, black	0 35	0 38
Peppers, white	0 38	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 70	0 75
American high test	....	....
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	....	2 40
8-oz. tins, doz.	....	4 75
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

New Bordeaux Walnuts Higher

Toronto.

NUTS.—Prices on new-crop Bordeaux walnuts showed a higher range during the week and were quoted in some quarters at 25c to 26c per pound. Old crop walnuts were fairly well cleaned out during the holiday period, as stocks in the local market were not heavy and new crop had not reached this market in any considerable quantity for the holiday trade. There was a free movement of all kinds of nuts and prices were firmly maintained.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 24
Filberts, lb.	0 19	0 22
Pecans, lb.	0 17	0 27
Peanuts, roasted, lb.	0 17	0 18
Brazil nuts, lb.	0 13½	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 44	0 48
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Shipment Of Rice Expected This Week

Toronto.

RICE.—Wholesalers are expecting the arrival of a shipment of rice during the present week which has been delayed in transit about six weeks. Transportation situation in the United States has greatly hindered the movement of stocks. For some weeks past the demand for rice in the local market has not been heavy but an improvement is noted in some quarters recently and an improvement in consuming demand. The situation in tapioca holds firm owing to

the ocean freight situation from Singapore and Penang.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.	....	0 12½
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 00	9 00
Japans, fancy, per 100 lbs.	10 00	11 00
Japans, second, per 100 lbs.	9 50	10 00
Chinese XX, per 100 lbs.	8 00	9 00
Tapioca, per lb.	0 14	0 15

New Crop Lima Beans Continue To Come In

Toronto.

BEANS.—Recent arrivals of new-crop lima beans from California are now taking care of the requirements of the trade for this class of commodity. Distribution is being made in these beans, and consumption at the present time is fairly good. Other classes of beans are moving somewhat slowly, there being very few Ontario beans offered in the local market while Indian beans were also in comparatively light sale. Prices held unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	8 40
Can. white kidney beans, bush..	....	....
Indians, per bush.	5 75	6 60
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 17	0 17½

Reluctant To Take Contracts For Oats

Toronto.

PACKAGE GOODS.—Millers of rolled oats are reluctant to take contracts on the basis of present market price as the advance in bulk oats and the high price of milling oats has placed the market for package rolled oats in a very strong position. It is expected that permission will be granted by the Food Controller to increase the price but until this is done the mills are not seeking business. Prices on corn starch and starch held in steady market. A decline of 1c per pound was recorded in the price of corn starch and laundry starch. Celluloid starch declined 25c per case, making the price $3.25, while enamel starch declined 30c per case to $4.50. Potato flour advanced 3c per pound, and is now quoted at 18c per pound.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	4 80	5 00
Rolled oats, round, regular 18s, case	....	1 75
Rolled oats, square, 20s	4 80	5 00
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Limited Supplies Of Honey In Market

Toronto.

HONEY.—Supplies of honey in this market are very limited. Some of the wholesale houses retain light stocks for the benefit of their customers but the quantity is in no case large. Some buckwheat honey in 60-lb. pails is still available, the price quoted being 18c per pound. Nevada comb honey is available and is taking care of the demand for this commodity, although the supplies of this brand of honey are not heavy. Demand for honey is seasonably good.

Honey—		
Clover, 5 and 10-lb. tins	0 21	0 23
60-lb. tins	0 20	0 21
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	1 45	1 50
Do., 10-oz., doz.	2 00	2 10
Do., 12-oz., doz.	....	2 75
Do., 16-oz.	....	3 50
Maple Syrup—		
No. 1, gallon tins, 6 to case	....	12 60
No. 2, half gal. tins, 12 to case	....	14 20
No. 3, quart tins, 24 to case	....	15 55
No. 3, quart bottles, 12 to case	....	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Heavy Movement Of Box Apples For Holidays

Toronto.

FRUIT.—Dealers report there was a heavy movement of box apples during the holiday period which was largely induced through the scarcity of oranges. There was a plentiful supply of box apples and this naturally facilitated the movement of this line. While barrel apples are in good supply in this market they have not been finding ready sale, preference being given to the boxed variety. Jamaica grapefruit of 80 size was slightly easier in one quarter, being quoted 25c down at $4. California navel oranges are being quoted from $4.50 to $6 per case according to the size. Fruit of all kinds in the market had a good sale for the holiday trade. Emperor grapes are getting fairly well cleaned up.

Apples—		
Boxes, Spitzenberg	....	2 65
Jonathan, box	2 10	2 50
McIntosh Red, box	....	2 60
Rome Beauty, box	....	2 75
Black Bens, box	....	2 75
Ontario—		
Baldwins, No. 1, bbl.	6 00	7 00
Greenings, No. 1, bbl.	6 00	7 00
Kings, No. 1, bbl.	6 50	7 00
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	5 00	6 00
Do., No. 2	4 50	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	4 75	5 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Winter varieties, straight, No. 3	....	5 00
N.S. Blenheim, No. 1	....	5 50
Do., No. 2	....	5 00
Bananas, yellow, bunch	3 00	3 50
Cranberries, late Howe's	18 00	20 00
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 75
Do., 64s, 96s, case	....	4 00
Do., 80s	....	4 00
Florida, 36s, 46s, case	4 25	4 50
Do., 54s, 64s, 80s, 96s	4 50	5 00
Gray grapefruit, case	4 00	4 50
Oranges—		
California Navels—		
80, 96s, 100s, case	....	4 50
126s, case	....	5 00
150s, 176s, 200s, 216s	....	6 00
Mexican oranges, 126s to 250s.	3 25	3 50
Florida Oranges—		
96s, 126s, case	....	5 00
150s, 176s, 200s, 216s	....	5 75
Tangerines, half box	3 25	3 50
Navels, 96s to 126s	4 50	5 00
Lemons, Cal., case	8 00	10 00
Do., Messinas, box	7 00	9 50
Pears, Cal., box	....	4 25
Pineapples, Porto Rican, cs. 30-36s	....	6 00
Pomegranates, per box	3 50	3 75
Emperor grapes, keg	5 00	5 50
Do., clusters, in crates	2 60	3 00

Spanish Onions Quoted Down 50c

Toronto.

VEGETABLES. — Lower prices on Spanish onions were quoted during the week to the extent of 50c per large case, making the quotations from $5 to $5.50 per case. Recent arrivals in the New York market account for the easier tendency. California cauliflower again showed a higher tendency with the arrival of new shipments. Canadian cabbage in barrels is in firm market with supplies getting low, the Quebec market showing some signs of being depleted in the near future. Potatoes were slightly firmer in tone during the week. Some thirty cars of Prince Edward Island potatoes that recently arrived in this market are reported to have been greatly damaged by frost in transit, it being stated that about one-quarter of the shipment had to be thrown into the discard. These cars were poorly protected in the way of heat at the time they left the east coast.

Beets, bag	0 90	1 00
Brussel sprouts, quart	....	0 15
Cauliflower, Cal., case	....	4 50
Cabbage, Canadian, barrel	2 25	3 00
Carrots, bag	0 60	0 70
Celery, Ont., doz.	0 20	0 25
Do., Canadian, case	4 25	5 00
Lettuce leaf, doz. bunches	0 20	0 25
Lettuce, Cal., crate	....	3 75
Do., hampers, Boston	2 50	2 75
Canadian head lettuce, crate	3 00	4 00
Mushrooms, 4-lb. basket	....	3 00
Onions—		
Spanish, crates	5 00	5 50
Spanish, half crates	2 75	3 00
Do., Canadian, 75-lb.	2 50	2 75
B.C. onions, 100-lb. bag	....	3 50
Do., green, doz., bunches	....	0 90
Potatoes—		
New Ontario, bag	2 10	2 15
N.B. Delawares	2 25	2 40
P.E.I., bag	2 00	2 10
Sweet, hamper	....	2 75
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, lb.	....	0 30
Parsnips, bag	1 00	1 25
Parsley, doz. bunches	....	0 90
Turnips, new, bag	0 50	0 65

Ontario Flour May Go Higher

Toronto.

FLOUR.—Millers of Ontario flour in some instances intimated that they were likely to advance the price to the extent of about 15c per barrel. It was pointed out that on the present basis of wheat they were entitled to such an increase. No announcement has been made by the Food Controller as to any change in the price of Manitoba flour. Belief is still strong in milling circles that such an increase will be permitted. Difficulty is now being experienced in getting supplies of milled products through from the Canadian West. One of the railway companies is reported to have placed an embargo on shipments for a period of five days and this has interfered with movement of stocks. A recent order on the part of the government did away with the practice of consigning shipments of flour and feeds to Cartier on Lake Superior. This point was used as a distributing centre and goods could be

sent forward and shipped from there after they were sold. Goods can only be shipped to destination from western points. Demand for flour is still maintained.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	$11.50	$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	$10.30-$10.35	$10.50-$10.55
Second patents	10.15	10.35

Transportation Again Hampering Shipments

Toronto.

MILLFEEDS.—Some of the large mills with western connections are finding it difficult to get shipments of millfeeds to eastern markets owing to the difficult transportation situation. There is a shortage of cars in the first place and with spasmodic embargoes the situation is developing in much the same way that it did last winter. Recent severe weather and storms will tend further to restrict arrivals in the east. Prices held unchanged at the established price.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag		3.05-3.40

Yellow Cornmeal Makes Big Advance

Toronto.

CEREALS.—Millers of cornmeal in some instances made an advance of over $1 per bag on the price of this commodity during the week, in five-bag lots the selling price is now $7.50 to $7.60 in the instance noted. Shipments of corn coming forward from the United States are light in quantity and the quality is poor. Transportation difficulties are further restricting available supplies of corn. Bulk rolled oats continued in a strong position with advances recorded on the five-bag lot price made by the mills. Quotations in this quarter range from $5.10 to $5.25 per bag. Oatmeal advanced automatically with rolled oats. There is a free movement of pot and pearl barley.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6.50-	$ 7.00	$ 7.00-	$ 8.00
Barley, pot, 98s	4.75-	4.85	5.50-	5.75
Cornmeal, yellow, 98s	7.50-	7.60	-	6.75
Corn flour, 98s	7.25-	7.35	-	-
Farina, 98s	5.75-	6.00	6.25-	6.50
Graham flour, 98s	5.40-	-	5.50-	6.00
Hominy grits, 98s	7.35-	7.45	-	-
Hominy, pearl, 98s	7.35-	7.45	-	-
Rolled oats, 90s	5.10-	5.25	4.85-	5.25
Oatmeal, 98s	5.60-	5.75	5.40-	6.25
Rolled wheat, 100-lb. bbl.	5.50-	6.00	6.00-	6.25
Wheatlets, 98s	5.75-	6.00	6.25-	6.50
Peas, yellow, split	9.50-	10.00	10.50-	11.00
Blue peas, lb.	-	-	0.10-	0.13½

Above prices give range of quotations to the retail trade.

Peel Sales Disappointing; Prunes Should Sell Well

Winnipeg.

DRIED FRUIT.—The demand for dried fruits, generally speaking, has good, and as they are a very cheap food, particularly prunes, there should be a good demand for them right along. There is no doubt about it, and the trade here express that view that the consumption of fruit will be heavy on account of prices. Evaporated apples continue to sell at a prohibitive figure, and although this line is now in the delicacy class, there is a certain quantity moving. Business in peel has been very disappointing. It is hard to say what people did for this line during the Christmas season, but there was not nearly the quantity bought. The result is that there will be considerable carry over. Demand for currants on account of the high price was curtailed, people apparently substituting seedless raisins.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.		0 09⅝
80-90s, 25-lb. boxes, per lb.		0 09¾
50-60s, 25-lb. boxes, per lb.		0 11¾
Apples—		
Cal. fcy., faced, 50-lb. boxes, lb.		0 23
Pears, choice, 10-lb. bxs., faced. box		1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box		2 48
Peaches—		
Choice, 25-lb. boxes		0 16½
Currants—		
56-lb. boxes, lb.		0 24
Dates—		
Hallowee, 68-lb. boxes		0 20
Fards, box, 12 lbs.		2 30
Raisins, California—		
16 oz. fancy, seeded		0 11⅞
16 oz. choice, seeded		0 11
12 oz. fancy, seeded		0 09¼
12 oz. choice, seeded		0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's		0 11¼
3 crown, loose, 50's		0 10⅞
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes		0 10½
3 crown, loose, 10-lb. boxes		0 11
Mediterranean, 33-lb. mats		0 08¼
Peel—		
Candied lemon, boxes, lb.		0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 30¼
Cut mixed, 7-lb. boxes		0 31¼

MANITOBA MARKETS

WINNIPEG, Dec. 26.—The usual holiday lull followed Christmas Day. Travellers were off the road, and retail business generally was quiet. Consequently wholesalers report that orders were not heavy, and were handled mostly by mail. Business during the past year, and especially Christmas business, has been good. There were some conditions which were hard to account for: for example, business in peel during the Christmas season was very disappointing. The demand was not nearly as heavy as usual. The demand for currants was curtailed on account of the high price, many people substituting seedless raisins. Business in nuts was not as heavy as in former years, and there will be some carried over. Labrador herring is arriving on this market, and the quality is good. An advance has gone into effect on vinegar. New prices range from 8c to 10c per gallon above present limits. Soaps and washing powders are very firm, as raw materials are continually advancing. Brooms are tending upwards, and high prices are looked for before spring.

Sugar Scarcity Still Felt In The West

Winnipeg.

SUGAR.—At the time of writing there has been no further change in the price of sugar beyond the decline of 20c per cwt. announced last week. The scarcity still exists, and there is not likely to be any big improvement until the turn of the year. However, the trade predict lower prices as soon as the new crop sugars are on the market.

No Decline Yet On Syrup Quotations

Winnipeg.

SYRUPS.—There is a better demand for all kinds of syrup, but no change in price yet. A decline in cane syrup was suggested to a representative of a refinery this week, but he pooh-poohed the idea, and he is probably right, as the demand is heavy, and a decline in sugar is unlikely to have any effect just now on syrup.

NEW ORLEANS MOLASSES.	
24 by 2 lb. tins	$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 30
6 by 10 lb. tins	3 70
CORN SYRUP.	
Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 28
5-lb. tins, 1 doz. case, per case	5 68
10-lb. tins, ½ doz. case, per case	6 41
20-lb. tins, ¼ doz. case, per case	6 42
White Clover and Lily White—	
2-lb. tins, 2 doz. case, per case	5 78
5-lb. tins, 1 doz. case, per case	6 18
10-lb. tins, ½ doz. case, per case	5 91
20-lb. tins, ¼ doz. case, per case	5 92
Barbadoes Molasses—	
In half barrels, per gal.	85-95
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	50-52
ROGERS SYRUP.	
24 by 2 lb. tins, case	5 25
12 by 5 lb. tins, case	6 15
6 by 10 lb. tins, case	5 75
3 by 20 lb. tins, case	5 60
12 by 3 lb. seal glass jars	4 20

Late Peanuts Have Affected Xmas Business

Winnipeg.

NUTS.—Business during the Christmas season was not as big as in former years. Peanuts were scarce on account of the late season in Virginia, and Christmas shipments arriving for Christmas were too late.

NUTS.		
Almonds—		
California, sack lots, lb.		0 22
Brazils—		
Large washed, sack lots, lb.		0 16
Filberts—		
Barcelonas, sack lots, lb.		0 17½
Sicily, sack lots, lb.		0 17½
Walnuts—		
Large Manchurian, sack lots, lb.		0 16½
Marbots, sack lots, lb.		0 18
California No. 1 soft shell, lb.		0 29
Pecans—		
Polished, bbls. of 200 lbs., lb.		0 19½
Peanuts—		
Virginia Extras, roasted, sack about 100 lbs.		0 15½
Virginia Jumbos, roasted, sack about 100 lbs., lb.		0 17
Green, 2 cents per lb. less.		
Mixed Nuts—		
Five varieties, 100-lb. sacks		0 18

Jobbers Report A Weaker Bean Market

Winnipeg.

BEANS.—Jobbers report a weaker market on white beans. They also report dried peas, both whole and split, very scarce.

Barley—		
Pearl, 98-lb. bags, per bag		7 75
Pearl, 49-lb. bags, per bag		3 90
Pot, 98-lb. bags, per bag		5 50
Pot, 49-lb. bags, per bag		2 80
Pot, 24-lb. bags, per bag		1 45
Beans—		
Lima, large, about 80-lb. bags, per lb		0 17½
Lima, small, 100-lb. bags, per lb		0 14
Fancy white, bushel	5 90	7 00
Peas—		
Split, 98-lb. bags, per bag		10 85
Whole, yellow, soup, 2 bu. bags, bu		5 00

Retailers Advised To Stock Up On Jams

Winnipeg.

JAMS.—Jobbers here advise the trade to keep up their stocks of jams, both pure and apple-filled, stating that there is every likelihood of a scarcity before spring.

Falling Off In Demand For Canned Goods

Winnipeg.

CANNED GOODS.—Jobbers report very small demand for all lines of canned goods.

Good Tomatoes Wanted; Oranges May Be $6.50

Winnipeg.

FRUIT AND VEGETABLES.—A lot of imported stuff arrived this week, and was quoted at pretty high figures. Imported shalots, $1 doz.; new beets, $1.25; carrots, $1.25; Boston head lettuce, $2 doz.; sweet potatoes, $5.50 per hamper. Alberta potatoes are offered at $1.25 and Ashcrofts at $1.50. There is a fair demand, but weather of the past week made shipping very risky. California tomatoes are selling at $3 per 4 doz. crate, and Florida tomatoes at $9 per 6-basket crate. There is a good demand for first-class tomatoes, but those arriving are not the best. Oranges were up to $6 last week, and were likely to go to $6.50, as they are very scarce. Bananas reached 7c, the reason for this advance being that importers cannot get cars, also the fact that the United States Government has been taking boats from this route. Imported parsley is on the market at $1 per doz.

Cabbage, lb.		0 04
Cauliflower, Cal., doz.		2 25
Celery, Cal., crate 100 lbs.		7 00
Potatoes, new	1 10	1 25
Potatoes, sweet, hamper		5 50
Carrots, cwt.		2 50
Turnips, cwt.		1 50
Head lettuce, Boston, doz.		2 00
Head lettuce, Cal., doz.		1 00
Tomatoes, Cal., 4-bkt. crate		3 00
Tomatoes, Florida, 6-bkt. crate		9 00
Onions, Valencias, large case		7 00
Onions, yellow and red, cwt.		3 50
Parsley, imported, doz.		1 00
Parsley, home grown, doz.		0 40
Peppers, green, imported, bu. bkt.		2 50
Parsnips, bag		4 00
Fruits—		
Apples, Nova Scotia, bbl.		6 25
Apples, Wash. Jonathans, box		2 25
Apples, McIntosh Reds, B.C., box		2 80
Apples, Spies, No. 1, $3; No. 2, $2.75; No. 3		2 50
Apples, Wagners		2 25
Oranges	6 00	6 50
Oranges, Navels, new seasons	5 00	6 00
Pomegranates, case		5 00
Lemons		9 50
Bananas, lb.		0 07
Pears, D'Anjou, crate		4 25
Pears, Winternellis		3 25
Grapes, drums		5 50
Grapefruit, Florida, case		5 00

Railway Embargo May Affect Flour Shipments

Winnipeg.

FLOUR AND FEEDS.—First patents is still quoted at $11. Buying of flour continues freely, and all millers are considerably behind with their shipments. The railways have threatened to embargo the movement of all stuff East, lasting for five or six days, which will throw a hardship on the mills and Eastern buyers. The excuse given by the railways is that their lines are congested in the East owing to weather conditions and lack of motive power. Rolled Oats—The fight between the various mills goes on, and prices quoted vary from $3.75 to $4.50 for 80's. The reason given for this price war between the mills is that one mill entered this territory and sold the jobbers at a pretty low figure, making it difficult for the other mills to get business. Cornmeal is still standing around $6.15 for 98's. Feeds—The new prices announced last week are still quoted, and the mills report demand still in excess of the supply. Millers point out that any movement to substitute barley flour for wheat flour will make a shortage in barley for cattle feed purposes.

Flour—		
Best patents		11 00
Bakers		10 50
Clears		9 90
XXXX.		8 90
Cereals—		
Rolled oats, 80's		4 50
Rolled oats, pkgs., family size.		4 75
Cornmeal, 98's		6 15
Oatmeal, 98's		5 20
Feeds—		
Bran, per ton		34 00
Shorts, per ton		38 00

PRODUCE AND PROVISIONS

(Continued from page 47.)

unchanged, and there is only a fair demand.

Hams—		
Light, lb.		0 32
Medium, per lb.		0 30
Heavy, per lb.		0 28
Bacon—		
Breakfast, per lb.	0 34	0 36
Breakfast, select, lb.		0 39
Backs, regular		0 42
Backs, select		0 45
Dry Salt Meats—		
Long clear bacon, light	0 27	
Backs	0 31	
Barrelled Pork—		
Mess pork, bbl.		48 00
Lard, Pure—		
Tierces		0 27
20s		5 80
Cases, 5s		17 03
Cases, 3s		17 10
Lard, Compound—		
Tierces		0 23
Tubs, 50s, net		11 63
Pails, 20s, net		4 90
Fresh Eggs—		
No. 1 candled	0 40	0 42
Select	0 45	0 47
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh		0 23½
Butter—		
Fresh made creamery, No. 1 cartons		0 45
Fresh made creamery, No. 2		0 44
Dairy, prints		0 40
Dairy, tubs	0 38	0 39
Margarine—		
No. 1		0 32
No. 2		0 30
No. 3		0 27

Margarine Arrives; Best Grade Selling 34c

Winnipeg.

MARGARINE.—Supplies of margarine arrived here last week-end, and were placed on the market, the best grade bringing around 34c.

Finnan Haddie 17c; Scarcity Of Lake Fish

Winnipeg.

FISH AND POULTRY. — Frozen salmon is still quoted at 23c, but some houses have not very much to offer. There is a good supply of halibut, however. Cod is perhaps a little easier, selling at 11c. Lake fish, such as whitefish, pickerel, jacks, have been scarce, but this week there should be plenty on the market. Some houses are quoting as high as $2.25 per box on kippers. Finnan haddie has gone up, and is offering as high as 17c. Price on salt lake herring varies, some quotations being $5 and others $6.50 for half-barrels.

Pickerel, frozen, cleaned		0 12
Haddock, frozen		0 10
Salmon, frozen		0 23
Halibut, frozen		0 20
Cod, frozen		0 11
Kippers, boxes		2 00
Bloaters, boxes		2 00
Lake trout		0 17
Mackerel, frozen		0 15
Finnan haddie, lb.	0 15	0 17
Salt herrings, new, ½ bbl.		7 25
Salt herrings, 20-lb. pails		1 85
Smelts, Pacific Coast		0 12
Smelts, extra		0 23
Smelts, Western		0 13
Lake herring, salt, ½ bbls.	5 00	6 50
Lake herring, frozen, 5 sack lots		4 25
Brook trout, frozen	0 35	
Sea herring		0 07½
Goldeyes		0 05
Smoked goldeyes, doz.		0 70
Poultry—		
Roasting chickens, lb.		0 22
Fowl, lb.		0 19
Domestic ducks		0 24
Turkeys	0 28	0 30

GRANDMERE GROCERY DAMAGED BY FIRE

The grocery and butcher store of Edmund Dogan, Grandmere, Que., was damaged by fire on Monday afternoon last. The fire started in the cellar, and before it could be controlled had done damage estimated at $12,000.

SOUTHERN RICE PRODUCTION IN UNITED STATES

This estimate, made by the Rice Millers' Association, for the season 1917-1918, is based upon actual bags, for the States of Louisiana, Texas and Arkansas. Louisiana, 506,399 acres, 4,256,812 bags. Texas, 233,909 acres, 1,529,393 bags. Total crop Arkansas, 144,699 acres, 1,589,442 bags.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 31.—Shorts and bran have dropped $5 a ton on this market, and it is generally believed that this presages an advance in flour within the course of the next week or so. Old Dutch cleanser and Gold soap have both advanced 40c a case. All starches are down 1c a pound, while corn syrup is down 20c to 30c a case. Potato flour is showing an increase of 3c a pound. Siam rice has advanced to 8c a pound. New Bordeaux shelled walnuts have just arrived on this market. No new-laid eggs are offering, and storage are moving freely at $13.25 per case. Holiday trade in all quarters is reported to have been of an exceptionally satisfactory nature.

CALGARY:		
Beans, small Burmah, lb.	....	0 11
Flour, No. 1 patents, 98s, per bbl.	....	11 00
Molasses, extra fancy, gal.	....	0 95
Rolled oats, 80s	....	4 35
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1.	....	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large.	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	16 20
Eggs, No. 1 storage, case	....	13 25
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 75	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 15½
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 50
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case	....	15 00
Do., halves	....	....
Potatoes, per ton	....	40 00
Navel oranges, case	....	6 25

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Dec. 31.—Following the holiday season there has been a decided quietness in the trade. There was a good supply of poultry for the Christmas season, and it moved out well. Cheese has advanced again to 25½c, while lard has gone to $16.90, an advance of 60c. Eggs have gone up another 2c, and are now selling for 46c. There has been a general advance in all kinds of laundry soaps, the advances ranging from 35c to 60c a case. Syrups and starch show a slight decline. Shelled walnuts have advanced 10c. Old Dutch cleanser is now $4, an advance of 40c a case.

REGINA—		
Beans, small white Japan, bu.	....	6 75
Beans, Lima, per lb.	....	0 19½
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 50
Rice, Siam, cwt.	....	8 40
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 99
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery, lb.	....	0 43
Lard, pure, 3s, per case	....	16 90
Bacon, smoked sides, lb.	....	0 32
Bacon, smoked backs, lb.	....	0 30
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 60	3 75
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 25

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 31.—The trade following the Christmas week has been comparatively light, and there are very few changes to be noted in the list of commodities. Molasses shows a tendency toward higher prices, advancing a cent a gallon. British Columbia white beans are selling at $9.50. Oranges show a pronounced advance, selling at $6 to $7.50.

ST. JOHN, N.B.		
Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 00
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 80	0 83
Rolled oats, bbl.	....	11 50
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	9 15	9 20
No. 1 yellow	8 65	8 70
Paris lumps	10 50	10 75
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	0 50	0 53
Eggs, case	0 44	0 45
Breakfast bacon	0 34	0 36
Butter, creamery, per lb.	0 42	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	....	0 40
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 24¾	0 25
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case	....	5 40
Peaches, 2s, Ontario, case	....	4 30
Corn, 2s, standard case	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	4 00	4 50
Strawberries, 2s, Ont., case	5 00	5 25
Pork and beans, case	4 00	5 50
Salmon, Chums	8 00	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 75	0 76
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon.	0 32	0 33
Apples, N.S., bbl.	2 50	5 50
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal. Messina, case	9 00	10 00
Oranges, California, case	6 00	7 50
Grapefruit, case	5 00	6 00

THE COMING YEAR A YEAR OF PROMISE

(Continued from page 20.)

When this plant is producing, we will have abundant stocks."

Speaking from the standpoint of fruit and produce merchants, White & McCort, Toronto, express the opinion that business has been good during the year. Supplies have been fairly good, although transportation has been very unsatisfactory, and, of course, the disastrous frost that overtook Florida caused a shortage in Florida fruit and vegetables.

In lines that are more or less luxuries there does not seem to have been any falling off in the demand, and prices have maintained a very high standard throughout the season.

There is every indication of the coming year being as prosperous in their line as this year, and, in fact, it looks a little more encouraging now that the United States Government is going to control the various railroads, transportation being one of the greatest difficulties that the fruit men have had to contend with during the last year or two.

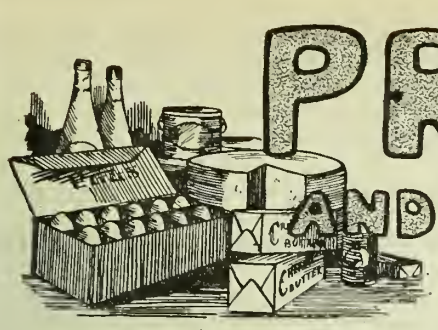
The Sarnia Barrel Works, Sarnia, Ont., report a very successful year.

"We have had a very satisfactory year in so far as volume of business is concerned," writes the manager of the company, "which we believe will make up for somewhat smaller profits owing to increased cost of production.

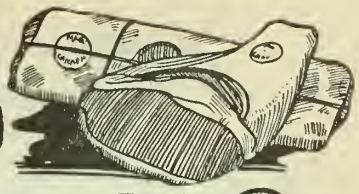
"Owing to the greatly increased cost of bags and boxes, we find much more inquiry for barrels.

"We have found payments very satisfactory this year. We look for an increased demand for our packages during the next year."

A. T. Brown, of E. Pullen, waste paper handlers, Toronto, writes of conditions not too satisfactory. "We do not consider business conditions better just now than they were this time last year, and we are unable to predict what the forthcoming year will bring in the way of trade. Speaking generally, at the moment there is very little business being done in our line and so long as this condition obtains prices will remain low."



PRODUCE AND PROVISIONS



Customers Want Machine-Sliced Meat

Grocery Stores in Oshawa, Ont., Compelled to Instal Up-to-date Machine—Meat Department on Display.

THE meat slicer is admittedly an important adjunct in the provision department of the modern grocery store. Grocers of experience whose businesses are located amid varying conditions and classes of trade are unanimous that the meat slicing machine is one of the most valuable assets to the meat department of their stores.

The grocers of Oshawa, Ont., are of this type, and cannot speak in terms too high in regard to meat slicing machines. All the foremost grocery stores in the town are provided with a slicer in their meat departments and it is significant that customers in this particular town are very careful to see that the meat they get is cut by the slicing machine.

When the first meat slicer was established in a grocery store in Oshawa, about four years ago, it was found that customers flocked to that store to purchase their meat. The word was soon passed around that the new machine gave more slices for the money, even if there was really no more meat in the pound delivered from the machine as compared with that cut by hand.

The pound of bacon from the machine looked bigger, but at any rate it was apparent that slices cut by the machine represented a step toward economy, and hence the interest on the part of the townspeople. As time went on it became more necessary than ever for all other dealers in the town to equip with a slicer if they cared about keeping their customers. The result is that all the foremost grocery stores in the town are now provided with this up-to-date feature.

For a long time it was an interesting race between the grocery stores and the chief local meat store which refused to instal a meat slicer. Within the past few months the desire to enforce economy has been too strong and even the meat store has been constrained to adopt the more up-to-date method of meat slicing.

H. A. Ross, grocer, has his meat department located right near the entrance door and believes that much of his large meat trade is due to the fact that he does his utmost to keep the department ever before the customers. Two years ago Mr. Ross installed a meat slicer and he is confident that the machine has helped a lot to develop business in this department. Mr. Ross says the slicer is most economical owing to the fact that slices cut by it are more uniform in thickness. Customers get more slices per pound of bacon and it is generally found that a slice cut by the machine will go very nearly as far as that cut by hand. Mr. Ross states that he could not do without his meat slicing machine now.

Mr. Beaton of the Beaton Grocery, Oshawa, states that townspeople will go out of their way to purchase sliced meat at a store where a slicer is installed. Mr. Beaton is confident that the slicer has done much to increase in his meat department and that customers appreciate the apparent desire of grocers to instal up-to-date devices. The elimination of waste is the outstanding feature in favor of the slicing machine. Mr. Beaton follows the plan of training one clerk to use the machine and letting that clerk do all the cutting. There is a knack in cutting and Mr. Beaton finds it to his advantage to let one person look after the operation. Of course the clerk has other duties apart from cutting meat.

J. S. Kyle, grocer, has established his meat department at the entrance door of his store, and is confident that this is a big advantage. Mr. Kyle believes that to see his slicing machine in operation is the best advertisement for the sale of meats in his store, and for this reason he has installed his slicer at the front end of the meat counter where it can readily be seen through the store window. Mr. Kyle purchased his meat slicer about four years ago and is confident that the machine increased his business in the meat department almost immediately.

MARKETERIA IDEA

A Further Elaboration of the Serve Self System

The quest of Philadelphia economists to find methods for cutting down food prices has called attention to the "Marketeria" and a pioneer establishment of that type in Lockport, N. Y., is being studied as a model. As the scheme was described in a recent issue of the "Grocery World," the "Marketeria" is operated as follows: "A customer enters the store through a turnstile, the purpose of which is merely to register the number of persons who enter the store each day. Here the customer helps herself to a tray which looks very much like a long pan with two handles on it, or, if she prefers, a regulation market basket. There is no charge for this pan, which is simply a convenience for gathering up the items the housewife selects. If on the other hand she wishes to use a basket in which to carry her goods home she is charged four cents for it, which amount she receives on returning it.

"Shelves are indexed alphabetically beginning with 'A' as one enters the store, and on these shelves one finds the commodities beginning with the particular initial letter, for instance, under 'A' there are ammonia, asparagus, apricots, etc. A low partition divides the store. A customer walks down one side and up the other, selecting goods she desires as she goes.

"When she has finished with the letters 'X Y Z' she finds herself at the cashier's desk, where she takes her purchases out of the pan or basket and the cashier checks the items and collects the amount.

"If the customer has been using a pan on which to collect the groceries she proceeds to the front of the store, where a large shelf is placed for the accommodation of those desiring to wrap their packages, paper and string being provided for this purchase. When this has been done the customer returns the pan to the cashier's desk; if a basket is used she does not bother.

WESTERN MERCHANTS WILL CO-OPERATE WITH FOOD CONTROLLER

With reference to the report of the committee of wholesalers who visited Ottawa a short time ago, local wholesalers communicated with in the main were well satisfied with the report, and desire to co-operate to the fullest extent in the development of a system which will result in an equitable distribution of all food products without hoarding and at a fair profit.

Canada's Fortune in Fisheries

Some Particulars Regarding This Important Asset—How the Fisheries Are Distributed

THE fisheries of the three Maritime Provinces are worth $13,000,000 to $15,000,000 annually. Nova Scotia's fishery production every year is worth from $7,000,000 to $10,000,000 and the New Brunswick fisheries yield approximately $4,000,000 annually. The Prince Edward Island fisheries always add from $1,000,000 to $1,250,000 to the wealth of that province.

The fisheries of the Maritime Provinces average from one-third to one-half of the total fishery output of Canada, being equalled only by the Province of British Columbia. The inland provinces produce a considerable quantity of fresh water fish, which help to sweli the total values of the Canadian fishing industries.

The lobster industry is one of the biggest departments of the Nova Scotia fisheries, this with Finnan haddies, halibut and mackerel, making up the chief products of the Maritime fishing industries. Fish canneries are numerous in Nova Scotia and New Brunswick, their products being shipped to all parts of the world. They give employment to a large number of hands during the canning seasons and are among the biggest industrial enterprises of these provinces.

It is no exaggeration to state that Canada possesses the most extensive fisheries in the world. Abundant supplies of all the principal commercial food fish, including lobsters, herring, mackerel, sardines, haddock, cod, hake and pollock are caught in Canadian territorial water, especially along the Atlantic coast, while British Columbia supplies a big percentage of the salmon catch of the continent. The coast line of the Atlantic provinces from the Bay of Fundy to the Straits of Belle Isle, without taking into account the lesser bays and indentations, measures over 5,000 miles; and along this great stretch are to be found innumerable natural harbors and coves, in many of which valuable fish are taken in considerable quantities with little effort.

The fisheries may be divided into two distinct classes; the deep-sea and the inshore or coastal fisheries. The deep-sea fishery is pursued in vessels of from 40 to 100 tons, carrying crews of from 12 to 20 men. The fishing grounds worked are on the several banks, which lie from 20 to 90 miles off the Canadian coast. The style of fishing is that of "trawling" by hook-and-line. The varieties are principally cod, haddock, hake, pollock and halibut.

The inshore or coastal fishery is carried on in small boats with crews of from two to three men; also in a class of small vessels with crews of from four to seven men. The means of capture employed by boat fishermen are gill-nets, hooks and lines. The commercial food fishes taken inshore are the cod, hake, haddock, pollock, halibut, herring, mackerel, alewife, shad, smelt, flounder and sardine.

The Lobster Fishing

The most extensive lobster fishery known is carried on along the whole of the eastern shore of Canada. The most extensive canneries of the Maritime Province include the lobster, sardine and Finnan haddie industries. New Brunswick is noted chiefly for its sardine canneries, while Nova Scotia has some of the biggest lobster and Finnan haddie canneries.

HONEY MUST BE STORED IN A DRY PLACE. SOME HINTS ON HANDLING.

In selling honey the retail grocer and his customers may encounter some difficulties through lack of knowledge of storing and handling this product. Housewives usually put the honey in the cellar for safekeeping, probably the worst possible place, honey absorbs moisture from the atmosphere and will become thin and in time sour. Comb honey kept in a damp place will be hurt in appearance as well as quality. A practical rule is to keep honey in any place where salt remains dry. If honey has granulated or candied, put the can containing it in a larger vessel holding water no hotter than the hand can be borne in. If the water is too hot there is danger of spoiling the color and ruining the flavor of the honey. The can of honey should be supported on a block of wood in the vessel of water, so that the heat from the stove will not be too intense.

WESTERN OPINION ON MARGARINE

Regina, Sask., Dec. 31.—Margarine is expected on the local market shortly. Orders have gone forward and replies indicate that shipments are already on their way to serve this territory. Wholesalers are unable to see why the Canadian government should prohibit the sale of coloring matter with margarine, particularly in view of the fact that this is allowed south of the border, and the result is a much more attractive article of food. Housewives do the coloring themselves. It is pointed out that as this is a dairying country it could not seriously hurt the dairy industry, and as margarine is now sold, it should be put up in as attractive manner as possible. In view of the fact that packers are able to turn out a product of natural coloring, there is danger of their being able to control the trade. The United States, it is reported, is considering the question of permitting the coloring of margarine. The government is being memorialized to allow the sale and use of coloring matter.

While it is the general impression that margarine is not going to meet with a large sale, wholesalers believe that in the larger centres particularly it will become a popular article of food.

CANADA'S FINE FISHERIES RECORD

Nearly 4 Millions Increase Over Last Year

The annual report of the Fisheries Branch just issued shows that the total value of Canada's fisheries output during the past year was $39,208,378, an increase of $3,347,670 over that for the previous year. The sea fisheries were valued at $34,386,013, and the inland fisheries $4,822,365. The British Columbia catch headed the list with a value of $14,637,346, the figures for the other provinces being: Nova Scotia, $10,092,902; New Brunswick, $5,656.859; Quebec, $2,991,624; Ontario, $2,658,993; Manitoba, $1,344,179; Saskatchewan, $231,946; Alberta, $144,317, and Yukon, $60,210.

As usual, the salmon catch was more valuable than any other, amounting to $10,882,431. Lobsters were caught to the value of $5.508,054; cod. $5,449.964; herring, $3,050,421; and halibut, $2,263,573.

U. S. GOVERNMENT SETS SALMON PRICE

The United States Government has set a maximum quotation price for Alaska salmon as follows:—

Red salmon	$2.35
Medium red salmon	2.25
Pink salmon	1.65
Chum salmon	1.60

Packers of salmon in other districts than Alaska where packing costs are higher, who are asking more than figures above noted, must be prepared to prove that prices asked afford no more than a reasonable profit.

It is to be remembered that this is an F. O. B. price Alaska, and that provision must therefore be made for freight charges, and the conditions of handling such as brokerage, discounts and general handling expenses. Taking these things into consideration it does not seem that Canadian prices to the trade are far off the mark.

WHERE KNOWLEDGE IS NEEDED

A man who was travelling in the Northwest stopped at a cabin in the mountains and asked for directions.

The old woman who informed him as to the road was inclined to talk, not having seen a stranger in the district for a while.

He had quite a chat with her telling her great stories about the wonders he had seen in the world outside.

Finally he stopped to let her get a word in edgeways.

She looked at him with awe in her expression.

"Stranger," she said, "Ef I knowed as much as you do, I'd go somewheres and settle down, and start a little grocery."

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

THE feature of the week has perhaps been the firmer feeling in the market for creamery butter. This firmness applies to both fresh-made creamery and storage creamery butter. There was an uneasiness in the market for a time over the possible effect of the presence of heavy stocks of margarine. This doubt has been cleared up now that prices have advanced. Fresh-made creamery butter is inclined to be feedy in taste and this has perhaps sent the demand to storage creamery butter in greater volume. Eggs were in firmer undertone during the week as the result of a higher tendency in the United States market. New-laid eggs were reported in better supply for a short while but the recent severe weather is expected to have a retarding effect on production. Manufacturers of shortening have been unable as yet to get supplies of cottonseed oil from the United States and the situation in this commodity shows no signs of improvement. Arrivals of poultry were light during the week and buyers raised their paying prices in some quarters on ducks and hens. Stocks were fairly well cleaned up as a result of the holiday demand. There was a firmer tone in meats and prices showed an upward tendency on hams, plain backs and bacon.

Live Hog Price Holds; Cured Meats Quieter

Montreal.

PROVISIONS.—In sympathy with a strong price maintenance for supplies in the live stock market, the tone of live hog prices continues firm. There have been no new quotations, but with very light offerings and continued cold weather interference in the matter of deliveries, prices will be likely to hold firmly. It may be said that the demand for dressed hogs is fairly light. This is always the case when the buying public is more interested in the holiday lines such as poultry and other meats. The cured meat market is quiet and this is explained in the fact of fresh poultry being popular and selling in greater volume. No changes in the cured lines are recorded.

Hogs, dressed—		
60-90 lbs.	26 00	26 50
Over 90 lbs.	24 00	25 00
Hogs, live	19 00	19 25
Hams—		
Medium, per lb.	0 30	0 31
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	0 41	0 42
Bacon—		
Breakfast, per lb.	0 38	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 42	0 44
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Big Demand Lowered Stocks Of Pure Lard

Montreal.

LARD.—The holiday activity, which has characterized several lines, has been very noticeable in the demand for pure lard. Thus, stocks have become appreciably less, and some jobbers state that the supplies are limited with them, and it is not improbable that this is a general condition. The markets have a firm undertone and while no changes have been recorded it is stated that the firm tone will remain while stocks are thus depleted. The following quotations apply to the various packages and quantities:—

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 28	0 28¾
Tubs, 60 lbs.	0 28¼	0 29
Pails	0 28½	0 29¼
Bricks, 1 lb., per lb.	0 29¼	0 30

Shortening Sales Fair; But Stocks Limited

Montreal.

SHORTENING.—Some movement is recorded in shortening, and prices are firmly maintained owing to the rather small delivery of cottonseed oil. The condition of limited deliveries of oil, some jobbers hope, may soon be improved, but to date there has been a decided shortage. The condition of trade for this commodity is characterized, for the most part, by demand for actual present requirements.

Shortening—		
Tierces, 400 lbs., per lb.	0 24½	0 25½
Tubs, 50 lbs.	0 24¾	0 25¼
Pails, 20 lbs., per lb.	0 23¾	0 25
Bricks, 1 lb., per lb.	0 25½	0 26¾

Poultry Markets Firm; New Year Demand Fair

Montreal.

POULTRY.—There has been a better demand for poultry among jobbers than was looked for, as affecting the New Year's requirements. It is certain that the high prices have served to curtail sales. Notwithstanding this, the receipts of poultry have been rather light and jobbers have been very well satisfied with the volume of business, all things considered. There has been and continues to be a very strong undertone to price maintenance. Turkeys are higher than they have ever been at this season of the year, some affirm, but an average volume of business has been effected. If the severe weather continues, there will be difficulty in making shipments of live poultry, but for this a better demand is anticipated than for the dressed article.

		Dressed
Poultry—		
Old fowls	0 23	0 25
Chickens, crate fattened	0 28	0 30
Roasting chickens	0 26	0 28
Young ducks	0 27	0 28
Turkeys (old toms), lb.	0 29	0 34
Turkeys (young)	....	0 35
Geese	0 23	0 24

Storage Eggs Firmer; Great Dearth New-Laids

Montreal.

EGGS.—The feature of the week in the egg situation is the increasing scarcity of new-laids. Poultry men state that they are not getting as many this year as usual and this is explained from the fact that many pullets were hatched very late. The storage stock is very firm and for this there is a constantly increasing demand. Stocks of the same are very good here and dealers state that they are able to get what they require promptly. The Chicago market is holding firmly and prices there are quoted around 37½c. Future prices for the storage stock will follow, to some extent, the ruling prices at U. S. points, dealers here affirm.

Eggs—		
New-laid (specials)	0 65	0 70
Selects	0 45	0 47
No. 1's	0 42	0 44
No. 2's	0 40	0 41

Winter-Made Cheese; Supply Is Limited

Montreal.

CHEESE.—There is a fair demand for cheese from the retail dealers and this is being well met. Of the winter-made variety there is a limited supply, but stocks are ample for present needs. The Cheese Commission is still shipping supplies forward as called for in contracts taken some months ago. At the present rate of delivery this will soon be pretty well absorbed ere a great while. Prices are maintained as follows:

Cheese—		
Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Margarine Goes Up 1½c And Is Selling Well

Montreal.

MARGARINE.—Enquiry by CANADIAN GROCER the past week, has elicited the fact that margarine has met with a good response upon the part of consumers. This appears to be general and repeat orders have been received from those who have been using it on their tables. It seems desirable, from

the enquiries made, for table use, and many will be making it replace butter from now on. The manufacturers have now overcome the shortage to a marked degree and are making deliveries much more promptly. One retail dealer told CANADIAN GROCER that he had sold 30 pounds the first day he had it on sale, and that he could have sold nearly a hundred pounds had it been possible to procure it. An advance of one and one-half cents per pound has been made in the price, and quotations ars as follows:

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32½
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Market Is Firm; Storage Creamery Up

Montreal

BUTTER.—The butter market is very firm this week. Sales have been maintained fairly well, and the advance is recorded of one cent per pound for storage creamery. Sales to retailers are in small lots, for the most part, as many are trying margarine out and are uncertain as to the extent of sales for this will develop. Many purchases were made by the jobbers last fall at rather high prices, and this has meant that, even at present prices, profits are less than usually obtained. Little has come to hand of fresh made dairy, but what stock is offered has been picked up readily and sells promptly.

Butter—		
Creamery prints, storage	0 46	0 46½
Creamery solids, storage	0 46	0 46½
Creamery prints (fresh made)	0 44	0 44½
Creamery solids (fresh made)	0 43½	0 44
Dairy prints, choice	....	0 40
Dairy, in tubs, choice	....	0 39
Bakers', in tubs	....	0 38

Oysters Higher In The Producing Centres

Montreal

FISH.—There has been just a fair demand for fish the past week. This is accounted for by the greater demand for strictly holiday lines of choice meats and poultry. Now that the holidays are past, it is expected that the demand for salted and cured fish will be very active, and sales will improve again. Dealers state that prospects are good, and outside retailers have already sent in some nice orders for shipment this week. The excessively cold weather will probably affect delivery from points East, of certain varieties of fresh fish. There is a tendency to lower prices for picked fish, while such frozen lines as halibut, salmon, mackerel and herring will probably be somewhat higher than at present. The severely cold and stormy weather has had the effect of increasing prices at producing points, of oysters and lobsters, oysters being about 25 per cent. higher. Lobsters are up 5c to 45c lb.; cod steak is firmer, while frozen smelts are up to 20c and 24c. Fresh haddock and market cod are also a little higher.

SMOKED FISH.		
Haddies	0 14	0 15
Haddies, fillet	0 17	0 18
Smoked herrings (med.), per box	....	0 20
Bloaters, per box 60/100	....	1 50
Kippers, per box 40/50	....	2 40
SALTED AND PICKLED FISH		
Herring (Labrador), per bbl.		$12 50
Salmon (Labrador), per bbl.		23 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.		18 00
Green Cod, No. 1, per bbl.	15 00	16 00
Green Cod (large bbl.)	16 00	17 00
Mackerel, No. 1, per bbl.		22 00
Codfish (Skinless), 100-lb. box		12 00
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box		2 25
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 45
Prawns, lb.		0 30
Shrimps, lb.		0 28
Scallops		4 00
FRESH FROZEN SEA FISH.		
Halibut	21	22
Haddock, lb.	07½	8
Mackerel	0 12½	13
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 25	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10½	0 11
Perch	....	0 13
Whitefish, lb.	0 15	0 16
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 15	0 16
Smelts, No. 1	....	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	....	2 25
Malpeque oysters, choice, bbl.	....	11 00
Malpeque oysters (med.) bbl.	....	10 00
Cape Cod shell oysters, bbl.	....	11 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 08	0 09
Steak Cod	0 09½	0 10
Market Cod	0 07	0 08
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 18	0 20
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	....	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 15	0 16
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18

Medium Hams and Salt Meat Up

Toronto.

PROVISIONS.—There was a firmer tendency in the market for medium weight hams and prices ruled 1c higher in certain quarters, the range being from 31c to 33c per pound. Dry salt meats also showed a firmer tendency and prices ruled ½c to 1c per pound higher on long clear bacon, quotations ranging from 27c to 28c per pound. There was a movement upward from the lower levels on barrel pork, mess pork in barrels being quoted from $53 to $55 per barrel, short cut backs at $57 to $60 per barrel and pickled rolls at $53 to $55 per barrel. Lower quotations on barrel pork represent an advance of $1 during the week. There was a fair number of live hogs arrived and prices during the first part of the week were inclined slightly lower. Buyers were offering $17.50 for fed and watered hogs. Demand for meats during the holiday season is not as heavy as at other times when less poultry is being consumed.

Hams—		
Medium	0 30	0 33
Large, per lb.	0 27	0 29
Backs—		
Plain	0 38½	0 42
Boneless, per lb.	0 42	0 47½
Bacon—		
Breakfast, per lb.	0 36½	0 39
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	....	0 35
Dry Salt Meats—		
Long clear bacon, lb.	0 27	0 28½
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 42	0 46
Hams, roast, per lb.	0 44½	0 46
Shoulders, roast, per lb.	....	....
Barrel Pork—		
Mess pork, 200 lbs.	53 00	55 00
Short cut backs, bbl., 200 lbs.	57 00	60 00
Pickled rolls, bbl., 200 lbs.	53 00	55 00
Hogs—		
Dressed, abattoir killed	24 50	25 50
Live, off cars	17 75	18 25
Live, fed and watered	17 50	18 00
Live, f.o.b.	16 75	17 25

Margarine Reported To Be Moving Fast

Toronto.

MARGARINE.—Wholesale commission houses report an excellent sale for margarine since there has been an abundance of supplies available. One concern alone brought forward three carloads of this commodity within a week's time. Interest seems general on the part of wholesale grocers and retailers. As to whether this will be a permanent demand remains to be seen. At any rate for the first stocking up on the part of retailers there has been a good demand. As to whether the consumer is taking to it as readily it is a little early to know. Canadian made product has been in the market in abundance and with the free shipment from the United States there has been plenty of margarine to look after the needs of the trade. Prices held unchanged from those announced at the opening of the market.

Margarine—		
1-lb. prints, No. 1	$0 32	$....
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Cottonseed Oil Supplies Very Light

Toronto.

SHORTENING.—There have been practically no arrivals of cottonseed oil during the week and manufacturers of shortening find their operations restricted on this account. Some manufacturers still have light stocks of shortening for sale but others again are out of the market entirely and are quoting only on the basis of having stock to deliver. There are intimations that a little cottonseed oil may be released by the United States Government during this month, but there is nothing definite as to the quantity. Trading is naturally greatly restricted in this commodity owing to the situation that prevails with respect to raw materials. Prices held unchanged

Shortening, tierces, 400 lbs., lb.	0 24½	0 25¼

In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Demand For Lard Quiet After Holiday

Toronto

LARD.—Demand for pure lard has been less during the past week than during the period immediately preceding

the holidays. This is a natural condition that is expected at this time of the year. Consumers are not using quite as much now that their Christmas and New Year's baking has been completed. With the short supplies of shortening, however, it is expected the demand for pure lard will keep up better during the first two or three weeks in January than the normal demand at this season of the year. Prices held unchanged. Stocks of lard in wholesalers' hands are stated not to be heavy.

Lard—
Lard, pure tierces, 400 lbs., lb. 0 28½ 0 29
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Butter Advances 2c Per Pound In Week

Toronto.

BUTTER.—There was a firm situation in butter during the week and prices advanced 2c. per pound on creamery butter for both storage and fresh made varieties. While fresh-made creamery butter is scarce the upward movement seemed justified. The advance in storage creamery butter came as somewhat of a surprise, however, in the face of the advent of margarine. It was thought for a time that the presence of margarine might have a depressing effect on storage creamery butter. There was an uneasiness in the market for a time but with the advance recorded much of the doubt that prevailed has been dispelled. There is a lot of feedy butter in the market at the present time and this is having the effect of putting firmness into the market for really first-class tasting butter. The presence of this feedy butter has perhaps sent the demand to storage creamery in preference to fresh made creamery that was somewhat doubtful in taste.

Creamery prints, fresh made	....	0 50
Creamery solids, fresh made	....	0 48
Creamery prints, storage	0 46	0 47
Creamery solids, storage	0 45	0 46
Dairy prints, choice, lb.	....	0 40
Dairy, prints, lb.	0 35	0 38

Slight Increase In Production of New-Laids

Toronto.

EGGS.—Commission houses report a slight increase in the production of new-laid eggs but assert that with the recent cold weather they look for a reduction of supplies again. Such cold weather is very unusual as not since 1871 has there been such a cold December. There is a firm market for eggs in the United States, prices having advanced in the Chicago market to the extent of 5c. In the local market there was a firm tone as a result of this condition and prices ruled at 70c for strictly new-laids, 48c for select storage eggs and at 45c for No. 1 storage eggs. Stocks of eggs are reported to be getting down to normal for this season of the year.

Eggs—

New-laids, in cartons	....	0 70
Storage selects, ex-cartons	....	0 48
Storage, No. 1, ex-cartons	....	0 45

Do Not Look For Change In Cheese

Toronto.

CHEESE.—Although there has been an agitation on foot through the various farmers' associations to have the price of cheese increased in order that the cheese factories may be able to pay more money for their milk, there is no indication that anything is going to result from this agitation. Commission men have about made up their mind that the Cheese Purchasing Commission is not likely to revise its paying price in the upward direction. Quotations hold unchanged.

Cheese—

New, large	0 22½	0 23½
Old, large	0 24	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Arrival Of Poultry Light; Prices Up

Toronto.

POULTRY.—Poultry dealers report that arrivals of poultry during the past week have been light. The severe weather has in all probability kept poultry raisers indoors except where it was absolutely necessary to stir abroad. There has been a good demand for poultry during the holiday season and commission men in some quarters were disposed to raise the price they were willing to pay. Dressed ducks were increased to 25c in one quarter, representing an increase of 1c in the price being paid by dealers at Toronto. Live hens over 5 lbs. in weight were quoted as high as 22c in some quarters, while dressed hens in same weight were quoted as high as 23c per pound. Prices to the retail trade were accordingly advanced on hens and ducks, making the range on the former as high as 27c and on ducks up to 30c. There were a few turkeys carried over from the Christmas trade. Geese were well cleaned up, while ducks and chickens were in good demand and were well cleaned up.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 14-$0 18	$0 16-$0 25
Geese	0 16- 0 18	0 22- 0 23
Turkeys	0 22- 0 27	0 32- 0 33
Roosters	....-0 13	0 17-0 18
Hens, over 5 lbs.	0 18-0 22	0 22-0 23
Hens under 5 lbs.	....-0 13	0 16-0 20
Chickens, 4 lbs. and up.	0 19-0 20	0 23-0 25
Chickens, under 4 lbs.	....-0 17	0 21-0 22
Squabs, dozen	....4 50	....-....
Prices quoted to retail trade:		
Hens	0 13-0 16	0 20-0 27
Ducks	0 18-0 22	0 22-0 30
Chickens	0 16-0 18	0 23-0 28
Turkeys	0 22-0 27	0 30-0 38
Geese	0 17-0 19	0 23-0 27

Retailers Find Demand For Fish Keen

Toronto.

FISH, OYSTERS.—Wholesale fish dealers assert that there has been much greater interest in the selling of fish on the part of retail butchers and provision men. The demand from the consumer has been keen and they have been led to take on the line in many instances as a result of this insistent inquiry. White spring salmon were in firmer market during the week and were quoted 1c per pound higher. Haddock of frozen variety was slightly easier, as was also frozen market cod. Frozen mackerel was quoted down at 9c per pound. Pickled herring in kegs was quoted from $5 to $5.50. Winter caught whitefish was down 2c per pound. There has been a good demand for oysters during the holiday period and fish has also been moving freely. Transportation difficulties are causing a scarcity of supplies to a certain extent. There is an increased demand noted for pickled fish.

SMOKED FISH.		
Haddies, per lb., new cured	....	0 14
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 16	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 00
Digby herring, skinless, 10-lb.	....	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	....	4 50
Strip cod, lb.	....	0 12
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs.	....	2 50
Labrador salt herring, barrels	10 50	10 75
Do., half barrels	5 25	5 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 20	0 21
Salmon, Qualla, lb.	0 13	0 15
Do., red spring	....	0 23
Do., Cohoe	....	0 20
Do., White, spring	0 14	0 14½
Haddock, fancy, lb.	0 08	0 10
Herrings, frozen	0 05	0 06
Steak, cod, fancy, lb.	0 09	0 11
Haddock, heads on, lb.	0 08	0 10
Cod, market, heads on, lb.	0 08	0 10
Mackerel, frozen, lb.	....	0 09
Flounders, frozen	0 08	0 10
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	0 05
Herring, Lake Erie, pan frozen	0 07	0 08
Herring, pickled, keg 100 lbs.	5 00	5 50
Pike, lb.	....	....
Whitefish, frozen	0 12	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	....	0 06
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	12 00	15 00
Shell oysters, bbl.	....	10 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Easier Hog Market Expected After Jan. 1

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market is stronger as a result of light receipts for the holiday week. At the time of writing the market was standing at 18c. An easier feeling is expected around the first of the year when the heavier runs commence. All provisions are firm, with a good demand for all products. There is a firmer feeling due to storage stocks being gradually used and to a rapid advance in the American market. Before spring eggs come on it is expected we shall see much higher levels. On Friday last the Chicago market advanced as high as 41c. Butter—The market generally is unchanged, and prospects are that it will remain firm, even with margarine underselling. Margarine arrived in Winnipeg some days ago. The regular run of stock dairy butter is down to 30c, and unless there is an outlet to export a further decline may be expected. Cheese—Prices are

(Continued on page 41.)

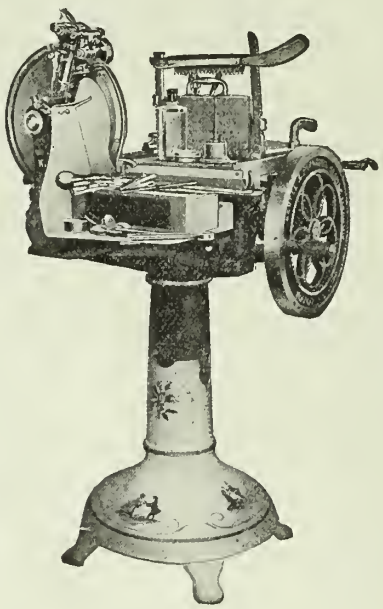
Jersey Farm Sausage

A pure pork sausage that will appeal to those customers who look for something superior.

Maciver Bros. Co., Toronto

VAN BERKEL SLICING MACHINE

"Made in the Empire, London, Eng."



Will about pay for itself in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.

The W. A. Freeman Company, Ltd.
HAMILTON, CANADA

Margarine

will not entirely take the place of Butter, but it will fill the long-felt want of something cheaper. We will be able to supply you with the very best. Send your orders for the first shipment now.

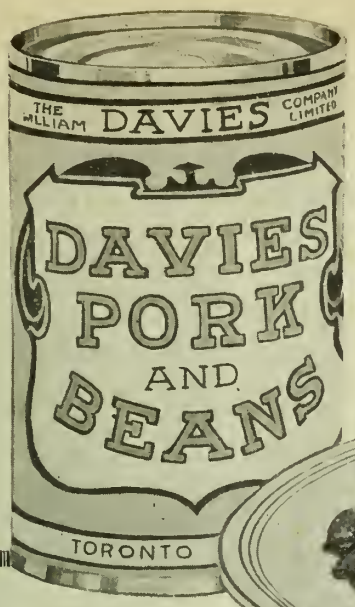
F. W. FEARMAN CO.
LIMITED
HAMILTON

A Satisfied Customer the Best Advertisement

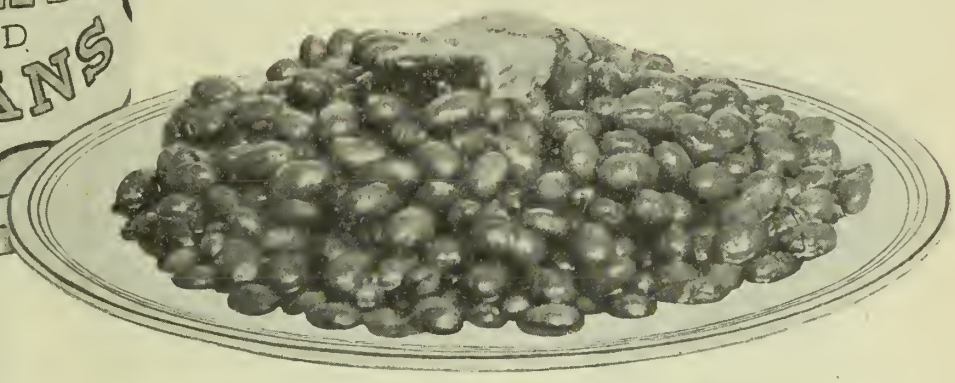
We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, *which you will please send along with* CANADIAN GROCER.

P. PAUL & CO.,
Duncan Station, Que.



FINE!



"Easy to Sell—but Hard to Beat!"

ILLUSTRATING a bright, quick seller, that's making a name for itself. Something good and appetising—something nourishing and inexpensive—something that will move off your shelves in double-quick time and bring you quick profits and a welcome stream of "repeats."

Here's the line you want to stock! For a tempting, wholesome article of food at low cost, nothing meets the demand like—

DAVIES
Pork and Beans

A real quality product — prepared from choice, whole, hand-picked beans—put up in attractively labelled tins—selling at a reasonable price.

No chance of a product like this falling asleep on the counter! Here's a bright, on-the-job, wide-awake seller that's bound to bring you profit. Order to-day.

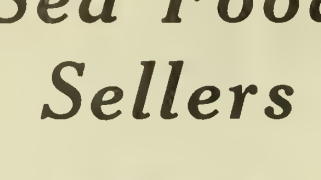
Sold in 1s (11 oz.), 1½s (16 oz.) and 2s (20 oz.) Tins—Plain and with Tomato Sauce

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO **MONTREAL** **WINNIPEG**

If any advertisement interests you, tear it out now and place with letters to be answered.

Sea Food Sellers



Grocers in every community are finding the quality sea foods known as Brunswick Brand unusually saleable and particularly profitable.

Come-back sales are the big feature of Brunswick Brand lines. Their delicious, good qualities appeal to all lovers of high-class sea foods.

Be sure you are well stocked. Replenish your supplies from the following:

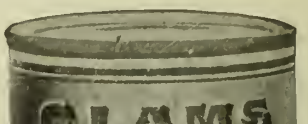
¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

Black's Harbor, N.B.

Economical, Wholesome and Easily Prepared

INDIAN CHIEF BRAND CLAMS



The high-grade, easily-prepared, wholesome food that sells quickly and always repeats.

Prepared and put up under the most sanitary conditions the same day they are taken from the clam beds. Sealed in cans without solder or acid. Sells easily and gives you a good profit.

Get a trial supply from your jobber and prove their selling value.

Packed by

SHAW & ELLIS

Pocologan, N.B.

RESOLVE

now, at the beginning of the year, to give your meat department every chance of success by installing the

Eureka Refrigerator

Whatever the size of your store we can fit you up with a suitable Eureka. The better security and better display it will give you will win you bigger business. Catalog and full particulars on request without obligation. Write or phone.

Eureka Refrigerator Co., Ltd.

11 COLBORNE ST., TORONTO

Phone Main 566

If any advertisement interests you, tear it out now and place with letters to be answered.

Cashmere Hosiery Up Hundred Per Cent

Knitted goods have advanced from 35% to 100% for 1918 buying. Mr. General Merchant, would it help you in your dry goods buying to know accurately when goods are likely to advance, and what the advance will be?

Then this will interest you: In December issue of DRY GOODS REVIEW it was definitely stated in plain print that:—

(1) "Knitted goods will exhibit tremendous advances."
(2) "Some lines will show an increase of 100 per cent."
(3) "The average increase will be about 30 per cent."

These statements appeared in the Knitted Goods section of DRY GOODS REVIEW. You won't wonder then that T. S. Church, Arnprior, Ont., writes: "DRY GOODS REVIEW is worth ten times its price, especially in buying," or that Ashwell Ltd., Chilliwack, B.C., write: "We more than save a year's subscription with each issue through the market reports we receive in DRY GOODS REVIEW."

HOW EATON'S TRAIN THEIR SALES STAFF

A sales-girl's patience gave out and she pouted.

"Never mind it then," snapped the customer, and was gone with a grouch.

"This won't do," thought an all-seeing executive.

Now thousands of customers are saying "How easy it is to get things in Eaton's! The staff are so quick, and so obliging."

Customers will say that of your store if you use the method Eaton's used. It's in January issue of DRY GOODS REVIEW—the story of Eaton's classes in salesmanship told by a staff writer who attended them. Every pointer of value is given. Every pointer given has produced appreciable cash results when applied. Why not get the benefit for your business?

GETTING A MOVE ON SLOW-SELLING SHOES

In this article in DRY GOODS REVIEW for January you will find a complete account of how one firm managed their shoe department. It describes how records are kept, how sales are effected, and especially how slow-moving lines are helped along the path to profits.

These interesting articles are only three out of the immense list of contents of the January Spring number of DRY GOODS REVIEW. Just run over these titles:

What Would John Wannamaker Do?
Searchlights into business corners, by John C. Kirkwood.

Installing Co-operative Delivery
Latest facts about a system that may become compulsory in Canada.

The Returned Goods Evil.

Competing with the Mail Order House.

How to Write a Good Show Card.

How to Lay Out an Advertisement.

Cutting the Wrapping Paper Bill.

Latest Market Information giving comparative prices of a year ago and a condensed summary of leading market events; also market trend in dress fabrics, men's wear, footwear, knitted goods, fancy goods, ready-to-wear, millinery, furs, housefurnishings, etc., a complete market service as good for its lines of merchandise as you find for other lines in CANADIAN GROCER.

THERE'S MONEY FOR YOU IN DRY GOODS REVIEW

Mr. General Merchant, if you are buying and selling any of the lines mentioned above, here is a paper which will help you make your dry goods department bring you more money. It will help you make your whole business grow. Invest two dollars—the subscription price for twelve months—in DRY GOODS REVIEW, and by this time next year your investment will have netted you a hundred times your outlay. Add your own business energy to the knowledge DRY GOODS REVIEW will bring you, and multiply that return by ten.

Put this to the test. Fill up this coupon now.

January issue comes out on 10th of month. Get your copy early.

C.G. 1-18 1918

MACLEAN PUBLISHING CO.,
143-153 University Avenue, Toronto.

Enter my name as a subscriber to DRY GOODS REVIEW, beginning with the January Spring Number. I will send the amount of annual subscription—two dollars—on receipt of bill.

Name.....

Address.....

(Mail Coupon in an open envelope with a One Cent Stamp)

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Be assured when you sell Furnivall's Fine Fruit Pure Jam you win her unstinted approval and a continuance of her patronage.

Moreover, there's a decent profit for you on every sale.

FURNIVALL-NEW, Limited
Hamilton, Canada

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

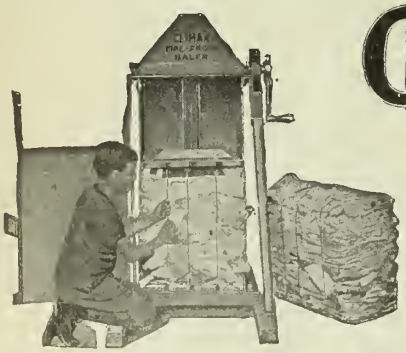
We manufacture the highest grade

Canning Boxes
in Canada.

Write for Prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

STOP THE WASTE!



ALL STEEL CLIMAX FIREPROOF
Baling Press

turns waste paper, cardboard, etc., into money and reduces your fire risk. Made in 12 sizes.

Climax Baler Co.
Hamilton, Ont.

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.
Tea Merchants to the King
EDINBURGH, SCOTLAND
Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W. MONTREAL

Have No Hesitation
in choosing
'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

If any advertisement interests you, tear it out now and place with letters to be answered.

Display this

It's a sure seller

"THE REAL MacKAY"

MacKay's Pearl Barley Flour

—a delightful and highly nutritious Barley Food.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Can be easily prepared. Barley Flour gives soups and gravies a delicious flavor.

Get stocked now and note what satisfaction this line will give.

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada.

Growing in popularity

The fact that Wonderful Soap cleanses the most delicate fabric quickly and thoroughly without injuring it in the slightest is a selling point worth emphasizing. Show this popular soap constantly. Its neat red label will attract attention.

Guelph Soap Co.
Guelph, Ont

This is another member of the Bull Dog Family

Bull Dog Laundry Blue is produced under the same exacting chemical supervision that has made the Bull Dog Brand the mark of better quality in cleansing mediums.

You can recommend Bull Dog Laundry Blue knowing that its quality will bear out our statements.

Repeat sales are certain with the Bull Dog lines. Get stocked.

The John B. Paine Co.
Limited

Toronto - Winnipeg

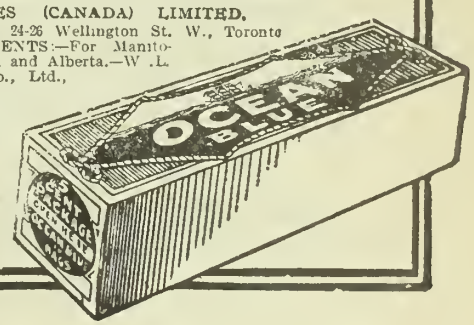
When customers ask for "Blue," or "Washing Blue," or "Laundry Blue" give

OCEAN BLUE

and you will be on the safe side. They cannot buy, and you cannot sell, a better.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
The Gray Bldg., 24-26 Wellington St. W., Toronto
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg. Regina, Saskatoon. Calgary and Edmonton. For British Columbia and Yukon, — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



There's Always a Demand for Articles of Real Merit

You never hesitate to buy what you know will sell. Whatever there is a demand for, there is money in supplying. Many grocers are making extra profits every day, from their sales of

Sunset Soap Dyes

an article of real merit which women are ready to buy, because these wonderful home dyes provide them the way to re-color old materials at small cost, and little trouble.

Unlike old-style dyes, Sunset Soap Dyes are cleanly to use, do not stain the hands nor ruin utensils. The colors are brilliant and lasting. These dyes retail at a popular price and give you a liberal margin of profit. You can order with confidence, for they are quick sellers.

For prices and trade discounts write—

Canadian Distributors:

HAROLD F. RITCHIE & COMPANY
LIMITED
TORONTO : ONTARIO

Manufactured by

SUNSET SOAP DYE CO., Inc.
NEW ROCHELLE, NEW YORK

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Size.	Less than 10-case lots Per doz.
Dime	$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2½-lb.	12 85
5-lb.	24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS.

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz.; 3's, Plain Tall, $2.75 doz.; 3's, Tomato Sauce, $3.20 doz.; 3's, Chili Sauce, $3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $10.25 doz.

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE.

Keen's Oxford, per lb	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90

Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 30

Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes,	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

CENTURY
SALT
TRADE MARK
—a salt that's easy to sell
—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.
Be sure your stock is well displayed.
THE DOMINION SALT Co LIMITED
SARNIA, ONT.

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

SUCCESS COMES THROUGH KNOWLEDGE

TO know all about your business means more profits and bigger business.

THE GROCERS' ENCYCLOPEDIA

was compiled by specialists who spent years of toil and spared no expense to make it worthy of a permanent place on your desk.

For information on practically every article handled by the grocery trade is given in such a manner that it is never forgotten. Contains a complete food dictionary in five languages: English, French, German, Italian and Swedish.

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It cost $50,000 to produce and contains 748 pages on 1200 subjects, with 500 illustrations, 80 full-page color plates, printed on heavy calendered paper, and bound in strong buckram to withstand hard usage. The cost is comparatively small for such a comprehensive volume.

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MacLean Publishing Co., Book Dept., 143-153 University Avenue

Toronto, Canada

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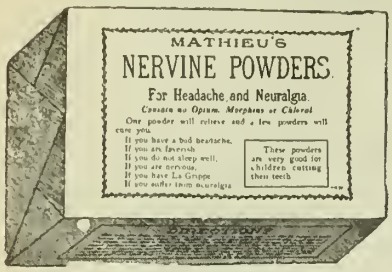
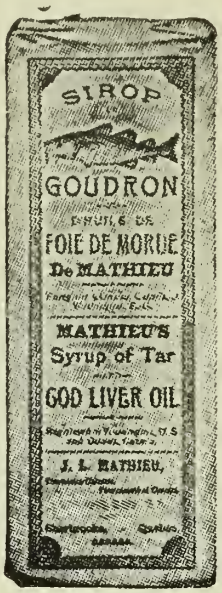
There is always a demand for them. And the margin of profit on each sale makes a little display always worth while.





Mathieu's "Nervine Powders" and "Syrup of Tar"

can be safely recommended to every customer. They are dependable remedies and will give perfect satisfaction.

J. L. Mathieu Co.
Proprietors
Sherbrooke - Quebec

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 35

W. CLARK, LIMITED MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn — ½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2.
Ox Tongues, tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.60; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tube, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label), Talls, 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Individuals, 95c doz.
Pork and Beans, Chili (red and gold label), 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
1 doz. per case, at $10.00; 10-oz. bottles, $5.00.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. hottle, $5.
Canadian Boiled Dinner, 1s, $2.50.
English Plum Puddings, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage — 1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops — ½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken — ½s, $6.00; 1s, $9.00.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch— 1s.
Chateau Brand Pork and Beans—1s, $1.60; 2s, $2.30; 3s, $3.50. Tomato Sauce, individual, $1.00; Plain Sauce, individual, 95c; 1s, $1.50; 2s, $2.05; 3s, $3.25.
Smoked Geneva Sausage—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

MUSTARD.

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 85
D. S. F., ½-lb.	3 50
D. S. F., 1-lb.	6 80
F. D., ¼-lb.	1 15
	Per jar
Durham, 4-lb. jar, each	1 30
Durham, 1-lb. jar, each	0 37

Anything to Sell?

SUPPOSE you want to sell—or buy—a grocery business, and want to find a buyer—or a seller, how will you go about it?

The chances are that the man you want to get in touch with is now in the grocery business, or is known to a friend in the grocery business. If this is true, a good place to look for the man you want to find is some grocery store some place in Canada.

Now there is only one newspaper in all Canada that goes into as many as 5,000 good grocery stores—CANADIAN GROCER. The long and the short of it is—Advertise your desire in CANADIAN GROCER—2 cents a word.

> Boil down your advertisement to the brevity of a telegram, but make it say all that the other man wants it to say. And keep it in the paper until it hooks the man or men you are angling for.

What's a dollar or two to spend to sell or buy a business?

CANADIAN GROCER
143-153 UNIVERSITY AVENUE, TORONTO

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the

NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD

means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags

We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.
Department G
247-255 CARLAW AVE., TORONTO, CAN.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.10½
40 lbs., 1 lb. pkg., White Gloss	.11
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.11½
100-lb. kegs, No. 1 White	.11
200-lb. bbls., No. 1 White	.11
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13½
100 lbs., kegs, Silver Gloss, large crystals	.11½
40 lbs., Benson's Enamel, (cold water), per case	3.50
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.80
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.12
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher).	.11

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	0.10½
Boxes about 40 lbs	0.10¾
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	0.11
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0.11½
Barrels, 200 lbs.	0.11
Kegs, 100 lbs.	0.11
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0.13½
Kegs, extra large crystals, 100 lbs.	0.11½
Canadian Electric Starch— ..	
Boxes containing 40 fancy pkgs., per case	3.50
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.11
Brantford Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.12
"Crystal Maize" Corn Starch— 1-lb. pkts., boxes of 40 lbs.	0.12
(20-lb. boxes ¼c higher than 40's)	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.75
2-lb. tins, 2 doz. in case	5.15
5-lb. tins, 1 doz. in case	5.50
10-lb. tins, ½ doz. in case	5.25
20-lb. tins, ¼ doz. in case	5.20
(Prices in Maritime Provinces 10c per case higher).	
Barrels, about 700 lbs	0.07½
Half bbls., about 350 lbs	0.07¾
¼ bbls., about 175 lbs	0.08
2-gal. wooden pails, 25 lbs.	2.65
3-gal. wooden pails, 28½ lbs.	3.75
5-gal. wooden pails, 65 lbs.	5.85

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.65
5-lb. tins, 1 doz. in case	6.00
10-lb. tins, ½ doz. in case.	5.75
20-lb. tins, ¼ doz. in case.	5.70

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs	6 50
½ barrels, per 100 lbs	7 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 1-14s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 1-9s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies	0 70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ⅛s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. [illegible]	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, ½ butts, 10 lb. boxes	0 74
Derby 8s, ½ butts, 8 lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6s	0 80
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes	0 72
Walnut, 9s	0 70

WHITE & CO., LIMITED

WHOLESALE FRUITS AND FISH

IMPORTANT ANNOUNCEMENT

Mail Orders—Owing to the infrequent train service and difficulty in travellers making connections we are withdrawing most of our travellers for the winter months, retaining them here with us to look after your wants personally, thereby giving you improved service. We ask your assistance by mailing orders to us each week when the best selection will be given you and prompt despatch.

FRUITS

We offer complete stocks of Oranges, *Celery,* Cauliflower, Lemons, Apples (Boxes and Barrels), Onions, *Bœnanas,* etc. All fresh from the Southern markets. The largest and best assorted stocks to choose from.

FISH AND OYSTERS

All the best lines of smoked, frozen, pickled or salted. Try our quality Oysters and Home Cured Ciscoes, Qualla Salmon; all fresh goods.

WHITE & CO., LIMITED, TORONTO

Branch at Hamilton — The Great Mail Order House

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.

OWEN SOUND, ONT.

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(*Technical Book Dept.*)

143-153 University Ave. - Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

Can you afford *not* to sell MARSH'S?

Here's a seller, a customer - pleaser and a profit-maker with a quality that appeals to the most discriminating.

You have everything to gain by becoming a steady dealer in Marsh's Grape Juice. Begin to-day.

The Marsh Grape Juice Company

Niagara Falls - Ontario

Agents—

MacLaren Imperial Cheese Co., Ltd.
Toronto, Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY, FLOUR AND FEED BUSIness, stock and buildings, in thriving town; reasons for selling, ill health; apply Box 619, Tottenham, Ont.

PATENT MEDICINE BUSINESS MANUFACturing a staple proprietary article of merit, with big prospects; has been on the market for years and advertised. This is a good opportunity, and a few hundred dollars will finance; present owner retiring. Full particulars by applying to Box 267, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants, accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

GOODS FOR SALE

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

POSITION WANTED

BUTTERMAKER WITH MANY YEARS' EXperience in manufacturing of oleo, both animal and vegetable, wants position with first-class concern. Address Box 266, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

POSITION WANTED

A CLERK NEEDS A GOOD POSITION WITH good prospects just as much as an employer needs a good clerk with enthusiasm or "pep." To bring the two together is the proposition. Mr. Employer, try a condensed ad in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with an extra charge of 5 cents per insertion for Box Number.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

WANTED TO BUY

WANTED — A USED BOWSER OIL TANK for kerosene, self-measuring. Shaw & Ellis, Pocologan, N.B.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Buyers' Guide

FOR SALE

Fresh Dressed Poultry
Selected Fresh and Storage Eggs
Choice Creamery Butter, Shortening.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

Canada Leaf Tobacco

FOR SALE

CROPS OF 1914 AND 1915

50,000 lbs. of Burley, thoroughly processed, free from sand, neither musty nor mouldy, guaranteed, sent to any part of Canada C.O.D. Prices from 15c to 25c per pound F.O.B. cars here. Wrapped in hands of 1 lb. each. Covered with thin paper, when requested. This is the only lot in Essex County not sold. Write

Lewis Wigle, Leamington, Ont.

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

LARGEST CANADIAN DEALER
ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

What about those bad book debts?

Why not authorize us to get your money?
We can do it. We've got an organization big enough to guarantee success, no matter where your place of business is situated.
Write now for Special Forms. Mailed you on request.

The Nagle Mercantile Agency
Westmount, (Montreal)

Trade Papers are Pioneers of Business Expansion

15 cents **VOLPEEK**
MENDS POTS & PANS

Quickly and permanently. Graniteware, Aluminum, Iron, Tin, Brass, Copper, etc.
It is like a stiff putty, applied with the fingers, and hardens in two minutes.
A strong selling specialty with a good profit. Put up in attractive display stands which will attract the attention of your customers.
From your Wholesaler, or write us direct.

H. NAGLE & CO., Box 2024, Montreal

Canadian Grocers Order
PURITY FLOUR

By the Carload Because they Know That Purity Is a Sure "Repeater"

It is the experience of all grocers that the housewife who tries one sack of Purity Flour invariably comes back for more.

"Purity" is a widely advertised, trade-marked staple of unquestioned goodness and purity—an "all-purpose," high grade flour for every baking need.

Sales are constantly increasing and thousands of appreciative dealers throughout Canada have found in Purity Flour an infallible medium for building up a steady and profitable flour trade. It will do the same for you. Remember—"Purity" pays!

Western Canada Flour Mills Company, Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S
DOG CAKES
Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Macdonald-Chapman

LIMITED

1918

We are out to make the year 1918 another record-breaker for our business, and will help you do the same for yours, if you give us the opportunity, by mailing us all your orders.

Macdonald-Chapman, Ltd. (and connections) show an increase in sales for the year just passed, of approximately Two Million Five Hundred Thousand Dollars ($2,500,000.00).

This is satisfactory, but we are after a bigger increase for 1918. Every million we add to our turnover reduces our cost of doing business, and increases the saving we can show our customers.

Read Our Price Lists (Nett Prices)

Beginning with the issue of our Price List, January 5th, 1918, all prices quoted will be nett F.O.B. Cars Winnipeg, any discounts shown in list being deducted when goods are invoiced. Our 4% discount plan (off non-combine goods) for prompt 30-day payment, brought good results and showed you a big saving. We are going to go even one better than this, and show you a greater saving, but are going to quote all prices nett, rather than quote face prices subject to a discount at the end of 30 days, as we think you will find it much more convenient, when comparing our prices with others, to have nett prices for the purpose of comparison.

No Charge for Cartage

Beginning this year, we have discontinued charging cartage on country shipments from our warehouse to the freight sheds.

All prices quoted in our Price Lists and Circulars in future will be nett F.O.B. Cars, Winnipeg.

We are the first Wholesale Grocery House in Winnipeg to deliver all goods free F.O.B. Cars. It means on our part the annual absorption of a large sum for cartage charges, but we know the trade will appreciate our efforts to protect their interest, and this step means another big saving for our customers.

No Charge for Packing, Boxes or Bags

We make no charge fo boxes or bags. Another innovation that means an additional saving to you.

For 1918

Practice

ECONOMY

xpensive travellers eliminated.

artage charges absorbed.

rders shipped promptly.

o charge for boxes or bags.

nly qualitv goods shipped.

ail us *all* your orders.

ou will save money, and oblige.

Yours very truly,

Macdonald-Chapman, Ltd.

Wholesale Grocers

WINNIPEG.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JANUARY 11th, 1918 No. 2

Latest Evidence

The publication of the latest evidence of the remarkable body-building power of Bovril will lead to a still further demand for Bovril and Bovril Cordial.

"The addition of a small teaspoonful of Bovril to the diet as a peptogenic before meals leads to more thorough digestion and assimilation and thus saves food.

"The diet may then be cut down from $^1/_4$ to $^1/_5$ and the body will be adequately nourished."

—*London Medical Times*

From the review "Peptogenics in Relation to Food Economy," by Dr. J. Campbell, while Food Expert to the Metropolitan Campaign for Food Economy.

See that you always have a good stock of

BOVRIL

and

Bovril Cordial

BOVRIL LIMITED, 25 and 27 St. Peter St., Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

1918

During the coming year make it a rule to handle only the best quality. It always pays in the long run.

DIAMOND

St. Lawrence Sugar Refineries, Limited
Montreal

PROHIBITION
BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Show Borden's Always

With these Borden lines regularly and prominently displayed in your store you are in a position to cash in on the ever-present and constantly-growing Borden demand. Sixty years ago "Borden's" was a name to conjure with in quality milk products—to-day it is still recognized everywhere as the hall-mark of absolute purity, just as Borden quality is the standard by which all other milk products are judged.

Dealers who keep their Borden stocks well displayed will reap big benefits from the Borden reputation. Don't hide Borden's away. Your customers are "sold" on them long ago, so why not let them know your stock is complete.

And if it needs replenishing your wholesaler can supply any lines you require.

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

Your Selling Problem

is made easy by the line that requires least selling. Persuading a customer takes valuable time, and time is money in busy hours.

When you handle Shirriff's, nine-tenths of your selling is already done for you. The public is familiar with the splendid high quality of

Shirriff's *Jelly Powders*

All you have to do is to **suggest** Shirriff's by showing the package, and your sale is quickly made. Or, better still, display Shirriff's conspicuously—and customers ask for it.

Shirriff's big line of true fruit flavors includes lemon, orange, pineapple, raspberry and wild cherry—sellers, every one of them!

It is always good business to give this favorite line a try-out. Write for particulars.

Imperial Extract Co., Toronto

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

If interested, tear out this page and keep with letters to be answered.

CLARK'S

Canadian Boiled Dinner

THE COMPLETE MEAL

Choicest Beef and
Selected Vegetables
Perfectly Balanced
and Ready Cooked

ASK YOUR JOBBER FOR SUPPLY

You will find this a popular and rapid seller.

W. CLARK, LIMITED MONTREAL

If interested, tear out this page and keep with letters to be answered.

It is easier to sell

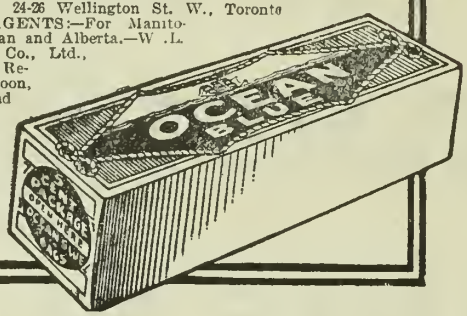
OCEAN BLUE

than not to—after the first packet.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

The Gray Bldg., 24-26 Wellington St. W., Toronto
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg. Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon, — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W. Vancouver, B.C.



The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

Get a Trial Shipment of

POPULAIRE'S Egg Powder

Each package retailing at 10c is guaranteed to do the work of a dozen eggs for all cooking purposes. The difference cannot be noticed.

Offer this to your customers: they will be glad to buy it

The Imperial Co. Reg'd
645 ST. VALIER STREET - QUEBEC

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying

IMPERIAL Maple Cream Butter?

CHARBONNEAU LIMITED
330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

—Quality Marmalade
—Handsome Containers
—Anchor CUP Seals

The New Season's

E.D.S. ORANGE MARMALADE

is made from the finest Oranges obtainable and Pure Cane Sugar. Its quality will win the instant approval of critical marmalade users.

Ready for delivery **Feb. 1**

Send your order in good time to any of the undermentioned agents:

E. D. Smith *and* Son
Limited

WINONA, ONTARIO

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

E D S

If any advertisement interests you, tear it out now and place with letters to be answered.

Frank Mutton, Salesman

and salesmanager of very brilliant record—has completely caught a point of view which we have been presenting for years and years, and latterly, most of all. This point of view is:

Men engaged earnestly in the affairs of business will and do find immense help and illumination from reading each week THE FINANCIAL POST OF CANADA

THEY get wheat sifted from the chaff. They get news and information about the things that really count in the conduct and movements of business and Canadian public affairs. They get a clear interpretation of news, events, happenings and factors that determine present and future developments. They read what big men have written or said about Canadian business and public affairs, and what exceedingly well-informed men glean about securities, markets, tendencies and other phases of business and investments; they read a commercial newspaper most interestingly written, admirably edited, sane and unpartizan. When a newspaper of this type and quality is available, the wonder is that any business executive or salesman or salesmanger tries to get along without it.

If we had written this letter ourselves, we could not have put it better:

Attention, Editor

Recently we sent you a subscription covering the delivery of "The Financial Post" to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact, that in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this Country. Your paper contains information that is invaluable to any travelling representative of any firm.

Yours very truly,
F. E. MUTTON,
General Manager,
International Time Recording Company of Canada, Limited.
Toronto, Oct. 12, 1917.

Prior to his connection with International Time Recording Company, Mr. Mutton was Canadian manager of National Cash Register Co.

NO salesman or salesmanager can do his best work without knowing the kind of news which THE FINANCIAL POST exists to provide. Anything that multiplies a salesman's or salesmanager's knowledge and ability required in the selling of goods and in meeting buyers and customers is likely to be a cheap, cheap investment. Mr. Mutton was and is a success because he incorporated into himself and his organization outer forces of power. Read his letter again.

OUR POINT IS:

BUSINESS and salesmanagers can most profitably do what Mr. Mutton has done: Subscribe for a copy for each man able to use knowledge of current business and public affairs in Canada to increase sales, to buy wisely, to know when to extend or contract credit, and when to go slow or speed up production.

The Financial Post of Canada

.....1917

MACLEAN PUBLISHING CO., LTD.,
143-153 University Ave., Toronto.

Send me each week THE FINANCIAL POST. I will remit the price, $3.00 a year, on receipt of bill.

Signed..... ....

With .:..... .....
(Name of Firm)

C.G. Address..... ....

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.]

GOOD SERVICE GOOD QUALITY

GOOD ASSORTMENT GOOD PRICES

QUICK SHIPPING

When wanting goods in a hurry, get us on the phone, ask operator to reverse charge to us.

Bristol, Somerville & Co., Hamilton

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King

EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W. MONTREAL

We always have a few carloads of 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

"McCASKEY" Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems Limited

245 Carlaw Ave., - Toronto

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Furnivall's FINE FRUIT PURE JAM

FURNIVALL-NEW, Limited

Hamilton, Canada

A STOCK of Furnivall's well displayed will bring you results in keeping with their well-established selling reputation. Look over our list of agents below and order from the firm nearest your store.

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. E., Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.
Wholesale Commission Brokers and Commission Agents
We can handle a few more good lines. Storage Warehouse and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont
Est. 1907. Write us.
Correspondence Solicited.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG

Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

I have prospective buyers for cars of Potatoes, Turnips, Beets, Carrots, Parsnips. Let me have particulars of your offerings.

FRED J. WHITE
Broker, Board of Trade Building,
TORONTO - - - - Ontario

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Hamblin-Brereton Co., Limited
Wholesale Grocery and Confectionery Brokers
KITCHENER WINNIPEG CALGARY

If you will repeat last year's business with us you are doing yourselves a good turn and helping us as well.

W. H. Millman & Sons
TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Grocery Advertising
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE $2.10 Post Paid.

MacLean Publishing Co.
143-153 University Ave., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISER

EL ROI-TAN PERFECT CIGAR

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

Results Furnished
C. B. HART, Reg.
Wholesale Grocery & Merchandise Brokers
489 St. Paul Street W., Montreal
Efficiency Guaranteed

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

The Best Asset of a Grocery Business is Satisfied Customers

Baker's Cocoa and Chocolate

Registered Trade-Mark

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

ALWAYS SATISFACTORY

Made in Canada by
Walter Baker & Co., Limited
Established 1780
Montreal, Can. Dorchester, Mass.

For Information Use the Enquiry Blank Elsewhere In This Issue

To make it more convenient and to encourage you in sending questions, we are having this Enquiry blank printed each week.

This service is for *YOU* and will only be of benefit when you use it.

Send your enquiries along, they are welcomed. This service is *free* to subscribers.

USE THE BLANK FORM

Canadian Grocer
ENQUIRY DEPT.
143-153 UNIVERSITY AVE. :-: TORONTO

MacLean's Magazine

for JANUARY

Chasing the Submarine---by a Canadian

A CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MACLEAN'S the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MACLEAN'S to get this story for the Canadian people. Successes of this sort have made MACLEAN'S go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

Ships---more ships---and yet more ships

THIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

"Jim" by Robert W. Service

A POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

Adam and Arthur William Brown, Brothers

ADAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

A New Serial by Alan Sullivan

ALAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Hemming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

REVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

At All News Stands, 20c

Satisfied customers come back for

MacKay's Pearl Barley Flour

This is "A Barley Food" without a peer. Delicious and extremely nourishing. Particularly adapted to Infants, Invalids and Aged People. And a positive cure for diarrhea.

It's "The Real Mackay."

One trial makes the nursing mother a steady buyer. Order a stock of Mackay's Barley Flour today and prove its selling value.

It's Manufactured by

John MacKay Co., Limited
BOWMANVILLE Ont.

Write direct if the jobber hasn't got it.

Ever-Ready Cocoa

"DANDEE" Brand

is prepared in a second by simply adding boiling water. No sugar or milk required.

Ever-Ready Cocoa has a rich chocolate flavor that is perfectly delicious. The ingredients are absolutely pure and of highest grade.

Ever-Ready Cocoa is invaluable for family use and for the boys at the front.

Packed in 4 and 8-oz. tins.

Manufactured and Guaranteed by

Litster Pure Food Co.
TORONTO Limited

NEVER BE WITHOUT A GOOD STOCK OF

"KKOVAH"
CUSTARD

IT PAYS TO FEATURE

"KKOVAH"

SALE AGENTS FOR CANADA:
Maclure & Langley, Limited

MONTREAL TORONTO WINNIPEG

The Truth About EGG-O BAKING POWDER

Our fundamental purpose is to produce nothing but pure baking powder of unquestionable merit and we are doing it.

You can guarantee its purity to your customers, Mr. Grocer, and we will stand back of you. The contents of every can are tested by our chief chemist before it leaves the factory.

It is chemically correct as it is made by the most modern methods. Through the reaction which takes place in baking, Egg-O leaves in the food no rochelle salts, tartaric acid, alum, lime or ammonia.

Therefore, when you recommend Egg-O you are safe even with your most particular customers, and its baking results are perfect. **Egg-O, the standard baking powder.**

Egg-O Baking Powder Co., Limited
HAMILTON, CANADA

Are you increasing your Coffee Trade?

- Coffee prices have not advanced.
- Consumption in Canada is increasing.
- All our coffees are sold upon the same guarantee as our teas.

Satisfaction guaranteed *or* **Return at our expense**

OUR BRANDS

Bouquet Thistle Mo-Na-Co. Chateau Oxford Bonne Entente Kay-Bee Premier

Samples and quotations upon request.

Tea Importers

KEARNEY BROS., LIMITED
33 St. Peter Street, Montreal

Coffee Roasters

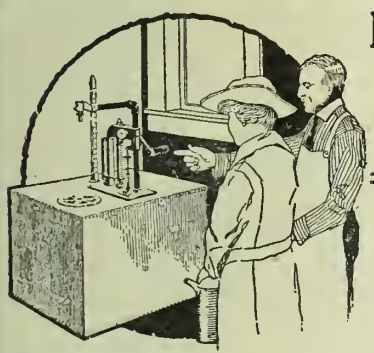
If interested, tear out this page and keep with letters to be answered.

A Good Business Maxim

"Push the lines your *most active* opposition does not sell."

As regards tea, your *most active* opposition is the *pedlar*. He sells bulk tea. He does not sell and cannot get Red Rose Tea.

Why not push Red Rose and sell *all* your customers tea.



Point With Pride To Your Oil Room

you like to enter and have your customers observe.

With the Bowser, the oil room is no longer a place to be avoided; oil sales increase and the wants of your customers are attended to quickly and accurately.

The Bowser keeps oil in perfect condition; discharges an accurate gallon, half-gallon or quart at a stroke, direct to customer's can; no spilling, dripping, splashing or waste. Is built for any capacity.

BOWSER ESTABLISHED 1885

Oil Storage Systems

Contrast the shabby, ill-smelling oil room with the room equipped with the Bowser Oil Storage System, where all is cleanliness and order; a place

S. F. Bowser & Co., Inc. TORONTO ONTARIO

Sales Office in All Centres Representatives Everywhere

For— Milk Soups Sauces Gravies Cocoa Coffee

KLIM

For— Bread Cake Muffins Puddings Pie

Makes NEW Sales

Now you can offer your customers an entirely new food product. Not a fancy, palate-tickling luxury, but an every-day necessity—

MILK

but in a more convenient form.

Klim is the solids of pasteurized, separated milk in powder form. Tell your customers to use it regularly in place of liquid milk and you can divert the regular milk sales into your store.

Klim will keep fresh and sweet indefinitely. It will not freeze. Can be used from the tin as needed. Hospitals use it regularly.

Order a case of Household 1-lb. size from your wholesaler to-day.

Canadian Milk Products, Ltd.

10-12 William Street, Toronto

10 Ste. Sophie Lane, Montreal, W. H. Escott, Limited, Winnipeg Kirkland & Rose, Vancouver

If interested, tear out this page and keep with letters to be answered.

Show Keen's in your displays—keep it where the housewife will see it.

She knows Keen's and just needs to be reminded that you are selling it.

Keen's Oxford Blue is always a seller and every sale gives you a good margin.

Keep well stocked.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

A sugar to please your particular trade

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

Good and pure and customer-pleasing in the extreme, Royal Acadia Sugar is, without doubt, the sugar of big popularity.

The demand for Royal Acadia in every community is positive proof of its great selling value.

Get stocked to-day. Royal Acadia can be had in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co.

Limited

HALIFAX, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII. TORONTO, JANUARY 11, 1918 No. 2

Past Year's Business Highly Successful

Retail Merchants Speak of Improving Business, of Better Credit Conditions, and Bright Prospects For Coming Year—Some Wholesale pinions

THERE is very evidently a feeling of optimism among the retail trade in looking forward to the coming year's business. In most instances merchants report a very gratifying condition of trade during the past year, though in some few cases reverses were noted, due in most instances to local conditions. Credit conditions as a rule seem to be greatly improved and to augur well for the coming year. Merchants seem on the whole to be driving with a tighter rein on credits than ever before, and probably in this fact is to be found the brightest hope for the continued well-being of the retail trade.

J. McDermid of Finch, in writing regarding the past year, notes a splendid Christmas trade that has outstripped any former year's business at this time. He notes also a splendid year's business, a business that will actually show an additional net profit after every allowance has been made for the rising cost of goods. Credits with Mr. McDermid have declined to a minimum, and he is now carrying less accounts on his credit ledger than at any other time.

Business Increases 30 per Cent.

The firm of Hogg and Lytle, Oshawa, Ont., also report a very satisfactory Christmas business far in excess of other years. They note a 30 per cent. improvement in their business for the year which should be quite sufficient to take up the increasing cost of goods and leave a comfortable margin to the good. The reason that they give for this satisfactory condition is an abundance of money among the farming community. Credits are not an item with them because they do not do a credit business. They are looking forward with confidence to a still better business in the coming year.

G. R. Cobban, Muncey, Ont., reports a very good business during the past year, sufficient to more than cover the increasing costs, while the Christmas trade was of a most satisfactory character. "Higher wages and good crops" is the way Mr. Cobban accounts for this improvement. As far as credits are concerned he has found them no worse than in former years.

W. R. Dawson, Inwood, Ont., has found his Christmas trade considerably improved over that of former years, and not only has the trade been improved in volume during the year, but this volume he believes is sufficient to give an added item of profit. This satisfactory condition is largely due to the improved financial condition of the farmer. Mr. Dawson is looking forward to a still better trade in the coming year.

F. H. Ferris of Harrow, Ont., does not report quite as optimistically though he notes a very satisfactory holiday trade. The Harrow section was one of those that suffered seriously in the inclement weather in the spring and summer. Mr. Ferris, however, looks forward with a good deal of confidence to the coming year's business. He writes as follows:

We enjoyed a very good Christmas trade and it compared very favorably with trade of previous years. There was an increased demand for nuts, but candy sales were considerably smaller. There seems to be a public tendency to curtail the consumption of sugar confections. The demand for fruits was average.

Our general year's business has not exceeded that of any previous years.

Our customers' credit has this past year been slower than in other years. We are carrying a great many farmer's accounts and find collections very slow, very probably due to farming reverses of various kinds in this territory during the four past years. Adverse weather conditions have to a great extent been responsible for the failure of various crops. Most small grains were a splendid average crop last year, but corn was almost a total failure. Many hogs have been marketed, a great many undersized owing to scarcity of corn. The tomato crop was caught by an early frost before the harvest was completed and thousands of bushels were destroyed. Considerable sweet corn was packed in our local factory but the crop was late and below average. A very small acreage of tobacco was grown this past year but the price received is very good. The crop has not yet been marketed but will soon be. We expect to receive payment of many accounts from tobacco money.

Prospects for 1918

Business prospects in this district for 1918 depend largely if not entirely on agricultural prosperity, and farming success is greatly dependent on weather conditions. Assuming weather and growing conditions are favorable this year, business should be very promising.

The W. Clark Company, Ltd., of Montreal, which has a large modern factory in our town, is seeking contracts for eleven hundred acres of tomatoes, offering fifty cents per bushel.

The Heinz Co. of Leamington is contracting for one hundred acres of cauliflowers and are also seeking pickle growers.

There will be some tobacco grown but comparatively speaking a small acreage.

There is considerable fall wheat which at present has a healthy appearance.

The produce supply is more promising in appearance than last year. There should be more eggs as the farmers are better supplied with grain for chicken feeding. At present eggs are very scarce owing to extreme cold and probably the shortage of feed last summer.

Summarizing, business propects for the year are very good. With the high price of farm produce and a good crop, this community should very prosperous this year.

A Traveller's Opinion

J. B. Harker, a traveller for White Swan Spices & Cereals Ltd., writes optimistically:

I cannot answer these questions from a retailer standpoint, which I presume is the object of your enquiries. But from my own personal observations as a commercial traveller covering Eastern Ontario and Ottawa Valley, calling on the best grocery trade, I think trade conditions show a decided improvement in every respect over last year, both as regards collections and cash business, the latter of which I find a number of merchants are adopting. My opinion as to prospects for 1918 are very optimistic.

N. B. Hovden, Watford, Ont., reports a good Christmas trade, which about equals that of last year. General business throughout the year has been very good and has shown enough increase to

offset the ever increasing prices of goods. This Mr. Hovden attributes to general prosperity and the higher prices of farm products. Credits incline to be shorter, but delinquents are still to be found. As for the coming year, business should be good Mr. Hovden believes, provided that stocks are to be obtained at saleable prices.

Flying Corps Means Good Business

George Houle of Deseronto reports a very greatly improved business not only during the holiday season, but throughout the whole year. He estimates that his business has increased by half. The reason that he gives for this condition is the nearness of the Royal Flying Corps' camp to Deseronto, and the purchases that are made for the camp and by the cadets in training as well. Credit conditions are good according to his report, while the outlook for the coming year appears to him to be brighter still than the year that has passed.

Thinks Outlook Not Too Bright

R. A. Stirling, Humberstone, Ont., while reporting a satisfactory business during the year and satisfactory credit conditions, does not view the prospect of the future with too great enthusiasm. "Owing to the conditions that exist as a result of the war," he writes, "I do not think the outlook is as good as it was last year."

H. E. Henry, Welland, Ont., reports the best Christmas trade he has ever known showing an improvement of upwards of 40 per cent. over the preceding year. Business generally throughout the year has been sufficiently good to take up extra charges and leave a margin of excess profit. The reasons he gives for this satisfactory state of affairs are "good wages, steady work and no booze." The future he describes as "uncertain."

Jos. Nightingale, Ameliasburg, Ont., reports a Christmas business about in line with that of formers years. The prospects for the coming year he believes are favorable.

W. Hanna & Co., Port Carling, Ont.: He notes a very good trade during the holiday, 20% over 1916 and 75% over 1914, but only 8% in advance of 1913 the pre-war year. Mr. Hanna reports this to be the largest year in amount of sales in his history but does not believe it will show much of an increase in profits. The greater volume of business is due, according to Mr. Hanna, to higher prices, to wage earners having more to spend, to soldiers' families being fairly well provided for, and possibly to less competition. As far as credit conditions go Mr. Hanna's experience is that less credit is asked for and payments of running accounts better but harder to make collection of standing accounts.

The prospects for the coming year should be as good as 1917. "If peace is declared will not affect 1918 business very much," we think.

W. Gibbons, Nilestown, Ont., also reports a fair business both at the holiday season and throughout the year, but the improvement in the general business, he believes, is more than eaten up in the increasing costs of goods. In credits, however, he finds a little improvement.

Munition Activities Hurt Some Sections

W. H. Miller and Son, Severn Bridge, Ont., note one of the trying conditions that is facing some of the smaller centres. The community is gradually drifting to nearby centres to work in the munition plants. Mr. Miller notes the departure of nearly half the inhabitants of the place. This with a short season at the mill has been sufficient to decimate the business of the section. Nor is the prospect in this section likely to improve according to his opinion, because of the fact that little milling is being done, and that the canal will be closed till after the war.

Of course the conditions that Mr. Miller notes are of a local nature, the vanishing customers of one section must be doing their purchasing elsewhere to the advantage of the new place.

A Note of Pessimism

F. D. Pepin of Blind River, Ont., sounds a very pessimistic note. His Christmas business fell off 75 per cent., he states, while credits he reports unhesitatingly as bad for the reason that "most people that get credit seldom pay."

B. C. Crabtree, Elgin Street, Ottawa, writes of a Christmas trade 10 per cent. in excess of former years owing to a larger and better equipped store and better facilities for handling the business. "Customers are paying much better than previously," he continues, "but are not buying as expensive or luxurious articles."

As for the prospects for the coming year, Mr. Crabtree is of the opinion that Ottawa being the seat of government the merchants of that place are better situated than in most sections. Business he thinks should continue good throughout the winter, but he continues "as goods get scarcer and dearer we presume that our customers will have to live on less."

W. A. Couling, Guelph, Ont., states that Christmas business was of a very fine order and quite an improvement over former years. General business too has improved, just about enough he thinks to counterbalance the increasing cost of goods. Credits he states are very good. Mr. Couling does not expect any change in conditions "until the slump comes."

C. H. Parry and Co., Copper Cliff, Ont., report a 25 per cent. increase in business for the month of December. While general business was improved they are doubtful if the improvement has been sufficient to meet the increased charges. Credits they report have been fair.

George Asselstine, Tupperville, Ont., reports a Christmas business fairly good, but slightly less than last year. He has not noted any particular change in the general trade conditions for the year past. Credits in the early part of the year were very poor he states, but latterly have become very good indeed. He states farther that he would not be surprised to see a slight falling off in trade during the coming year.

Prince Edward Island Opinions

A rather more cheerful view of the situation comes from Prince Edward Island. Auld Brothers of Charlottetown, P.E.I., write that their holiday trade was an improvement over that of the preceeding year and that their general business was improved sufficiently to take up the extra costs of goods and still show an additional profit. Aggressive methods of going after business have been largely responsible for this condition. Credit conditions during the year have been good according to the report of this firm, and the prospects for the coming year they designate as "fair."

Jenkins and Son, Charlottetown, P.E.I., noted a materially increased holiday trade. They have noted a considerable improvement in business as well during the course of the year. This has been due to a more persistent campaign to get business than was adopted in former years.

Credits are good. That according to this correspondent is because farmers are getting high prices and because Separation and Patriotic allowances are being received by many people who spend it freely.

As to the future, Mr. Jenkins states "Our opinion is that it is time to go cautiously, watching with especial care the buying and credit ends of the business." His judgment of the coming year's prospect is that it only fair owing to the light crop.

A Manitoba Opinion

Browns, Limited, Portage La Prairie, Man., speak of a holiday trade that was to be reckoned among the best. General business was of a very satisfactory nature.

They write: "1916 was the largest year in groceries since the business began and this year is 11 per cent. over 1916 to Dec. 31. We had more grocery business than in 1916, and we have January to the good. As for rising costs they have been beneficial from a profit standpoint, rather than detrimental. Credits," they state, "are about as usual only fall collections were much earlier. We were in about the same position with our collections at end of October that we are usually in at end of January. Prospects for the coming year are good. Subject, of course, to abnormal happenings."

F. A. Freeman, Franklin, Man., states that the past holiday trade was the best in his experience. He notes an improvement in turnover throughout year but against that fact he sets the other fact that profits have been smaller. The improved conditions he attributes to the high prices of grains and live stock. As for the future he describes it as "doubtful."

Saskatchewan Merchants Optimistic

Dixon Bros., Maple Creek, Sask., report their holiday trade considerably larger in volume than that of former years, though they acknowledge that this

increased business has not taken care of the increased cost of goods. Credits are fairly good according to their report, and a fair 1918 crop will be sufficient to make business good.

E. B. Redford of the Wheatlands Mercantile Co., Mortlach, Sask., reports a greatly improved business that will cover the increased cost of goods and show a profit.

Labron and Whittle write of a greatly improved holiday business and a good business during the year owing to the improved prosperity of the farmer.

Opinions from Alberta Merchants

The Camrose Grocery Company, Camrose, report a holiday trade much better than in former years, with general prosperous conditions throughout the whole year. Credit conditions they report as the "best yet."

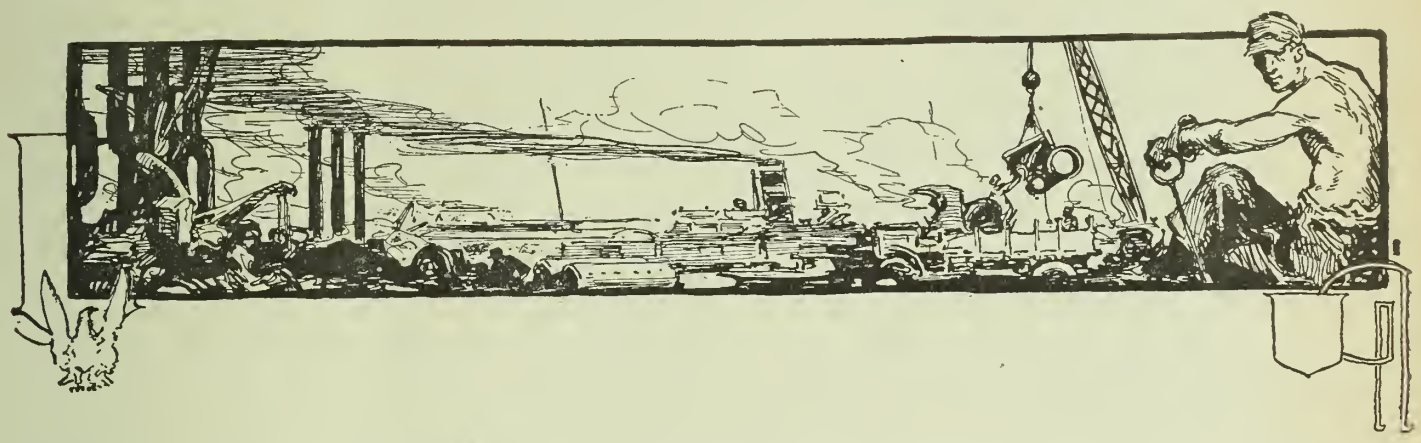
The Good Company, Lethbridge, Alta., report a 40 per cent. increase in their holiday trade. Better business is reported for the whole year, though Mr. Good thinks it will take it all to cover the increasing cost of materials. Good crops coupled with high prices are given as the reason for the improved business, and Mr. Good believes that these satisfactory conditions will continue at least in agricultural districts such as that surrounding Lethbridge.

W. E. Lord Company, Red Deer, note a decided improvement both in the holiday and general business. They also consider the coming year's prospects as good.

Le Page Bros., Medicine Hat, note a 20 per cent. increase in holiday business and a very satisfactory condition in general year's business, that will show an improvement over former years even when the increasing prices of commodities have been discounted.

The White Hall Grocery Company, McLeod, also speak of a somewhat better trade due to the fact that the farmers in Southern Alberta have become very prosperous. There is little trouble with credits in that section any more. Prospects for the coming year are looked upon as singularly good.

The Red Deer Grocery, Red Deer, reports a good year's trade, but the holiday trade slightly off that of the preceding year. The country is more prosperous generally and the prospects for the coming year are good.



Prosperity Needed to Win the War

Interesting Letters From Wholesalers re Past Business and Future Prospects — The Necessity of Improving Business Profits to Help Meet War Expenditures

LAST week there was published in CANADIAN GROCER a series of letters from wholesalers dealing with business conditions during the past year, and their forecasts as to the future. Herewith is presented some further evidence of the faith that the wholesale merchant has in the year that is before us. A. M. Brooke, president of the White Swan Spices and Cereals, Ltd., writes in a very optimistic and inspiring way.

We fancy, he states, that most firms enjoyed a large increase in sales due to higher prices and as far as we are concerned 1917 was in point of sales much greater than has ever been.

Higher prices have added considerably to the cost of doing business and as it has been almost impossible to adjust selling prices in keeping with markets; the margin of profit to turnover has suffered somewhat.

It would be hard to say without an inventory before us whether increased business compensates for the increase in cost of raw products. We feel quite sure, however, that the net result of the business for the year will show an improvement over the preceding twelve months.

We attribute this betterment to the fact that the consumer is really better able to-day to provide for his table than ever before. There is no doubt of the fact that wages, generally speaking, are higher and probably there are with so many women in business more wage earners per family than heretofore.

Credits have been satisfactory—losses for the year being considerably lower than in previous years and proportionate to turnover almost infinitesimal.

Collections which have such a close bearing on credits were particularly good. The situation with us was somewhat of a paradox as we collected more during the year than we sold.

We are inclined to feel that this condition is accounted for by the fact that the consumer has had more money on hand to pay for goods purchased combined with the fact that merchants have had to pay more attention to business. Rising prices have required close attention to price paid for goods and the cost of doing business to be figured into the selling prices and in the writer's opinion merchants have had their business more clearly before them in the past twelve months than may have been the custom with so many in times gone by.

The FUTURE and what it may bring is always problematical. But as the present and what we do to-day will exert its influence upon the future we can by deduction and inference form something of an opinion as to the future.

A Year of Sharp Corners

The year 1917 has been a year of sharp corners that have been turned and many obstacles overcome and our position to-day should be an inspiration for 1918.

Looking back over the year's trade we find in the figures published for the eleven months' business up to the end of November that the Dominion's trade amounts to two and a half billions with a credit balance for this period of nearly five hundred millions. That is to say, exports exceed imports by this amount the balance being payable to us in gold by countries to whom we have made this excess of sales over purchases.

This difference alone amounts to as much almost as our entire exports were for the year 1915 and compares with a deficit that we used to have to meet before the war of over a hundred million dollars per annum.

A Business Balance for Canada

Comparing business for the 11 months of 1917 with 1916 we find that exports have increased by four hundred million

dollars and imports by two hundred and fifty millions showing a net gain in balance in our favor of one hundred and fifty millions. Bank clearings which are always taken as an indication of trade expansion show an increase of two billion for the period while bank deposits increased three hundred million dollars.

But probably the most significant note among the statistics compiled is the reference to failures which amount to only 1,131 with a total liability of $13,000,000 as compared with 1,772 for the previous year and liabilities of $16,000,000 and for 1915 they numbered 2,621 with liabilities of $32,000,000. That is to say, failures this year are considerably less than 50% by number and only 40% of the liability for 1915.

Now it necessarily follows that with the country's trade on the increase as it is the individual merchant should share in that prosperity.

In spite of the unfortunate fact that the grain crop for the year shows a considerable decrease in volume the value shows nearly a quarter of a billion dollars increase.

It would, therefore, appear that during 1918 incomes will be larger and profits greater.

But as we pause to consider the prospects for 1918 it is amply apparent that the most important business is the prosecution of the war and merchants are warned that this is the necessity of the moment.

We must save everything of national importance to our Allies and the winning of the war.

Making Money Essential

We must, therefore, combine patriotism and efficiency—so that we may be able to earn dividends and so keep the great class of working people employed. Then Victory Loans will bring victory and all will be able to subscribe. If, therefore, you can turn that $1,000 in the bank into $2,000 you can subscribe more freely and if you don't do this it is only a question of time before your savings will be exhausted and then how about subsequent War Loans and war taxes that must be met?

Merchants are entitled to legitimate profits on trading and every effort should be bent in this direction. War taxes will take care of excess earnings.

Business should not be strangled by a too keen desire to curtail expenditures as a restricted trade means short profits and that leads to failure. The present bank savings deposits would only be enough to take care of three more Victory Loans and for the banks to be required to pay off all deposits would mean that all commercial loans would have to be called and that would mean a complete stifling of trade because banks could not then carry on and without their assistance whole industries would be wiped out.

As has been said "economy no more means the saving of money than it does the spending of it." Economy does mean that in order to effect a saving the expenditure should be made because a thing that pays for itself and produces a profit costs nothing. The real cost might be in not making such an expenditure.

Transportation Difficulties of Moment to All

Transportation is likely to be one of our real difficulties in the coming year and dealers will do well to look to their stocks right now bearing in mind that manufacturers cannot be held negligent for delays in transit to say nothing of the difficulty and sometimes impossibility of getting orders out promptly owing to scarcity of raw materials.

During the year regulations and restrictions are likely to be imposed upon the trade and no matter what they may be it is safe to assume that they will be resented by many.

These regulations have already been hinted at by the Food Controller and reading between the lines I think we can assume that he expects dealers to make sufficient profits to be able to pay dividends and war taxes. It is not the Food Controller's desire I am sure to force anyone out of business and I think it will be good for us all to lose no opportunity to co-operate with the Food Control Administration.

Benefits in Proposed Legislation

If the proposed regulations are put through I can tell you that the Food Controller is likely to turn out to be a guardian angel for the merchant as well as the consumer. If these regulations have the effect of eliminating unfair competition and are by the same token so framed as to call for the most efficient management on the part of the merchants then that will make for efficiency and decreased costs. So that when profits are controlled prices must come down.

The suggestions that have been handed out by the Food Controller so far are worthy of co-operation and getting right down to root principles it simply means that it is bad business for the country as well as bad business for the individual to fail.

It is, therefore, safe to say that the Food Control Administration will see to it that dealers will have no unnecessary obstacles deliberately placed in their way so that only a few could get over them and the rest go out of business because that would mean that numbers of people would be forced out of employment and chaos would be the result.

As a general thing the average man can prosper only in direct ratio to the general prosperity of the country. It is true that in times of stress a few may profit at the expense of the many, but that is being guarded against by the government.

But don't put yourself in the "God-Saker's class"—the ones that are always saying for "God's sake why doesn't the government do something?" "For God's sake what is the Food Controller trying to do?" and "For God's sake why doesn't somebody do something?"

Be the someone yourself and don't criticise.

Remember that just now the most important thing is the winning of the war and just as Germany would never have been able to start this war and keep it up now had it not been for her system of thoroughness—it will be only by greater efficiency—enthusiasm—bull dog pluck and co-operation on the part of the Allies that she will be beaten, and remember that it is not because of Germany's efficiency that we are in this war but because of the abuse of the power she derived from such efficiency.

The people of Canada must realize, therefore, that there is a war on and be prepared to co-operate with every measure to bring about the end for which we are striving.

Taylor and Pringle, Owen Sound, report a very satisfactory year's business. As compared with the former year's business it was about an even break according to their report.

"In our line of business, betterment may be attributed to shortage of British goods, and consequently increased demand for Canadian products." Credits, they report, have been fairly satisfactory. This they account for by the fact that there is more money circulating than ever.

In outlining their estimate of the probable business conditions during the ensuing year they report: "In our line of business we anticipate a very much greater output with possibly considerable more difficulty in obtaining raw materials."

The H. J. Heinz Company, Pittsburgh, Pa., write as follows:

The past year was successful from a business standpoint. It did not show an improvement over the previous year. Inability to obtain the necessary fruits and vegetables required in packing our products undoubtedly placed a limitation on the amount of business done. In other words, if we could have obtained the products, we could have transacted a larger volume of business.

Credits have been satisfactory. People seem to have the money with which to pay their bills when due.

Indications are that our business will be very satisfactory during the coming year if the crops of the vegetables and fruits that we use are ample to provide the necessary raw material.

Faith and Endurance Necessary

Magor, Son & Co., of Montreal, write as follows:—

"The conditions in the wholesale and retail grocery trade during the past year, is a question not easily answered, owing to the extraordinary conditions imposed by the continuation of the war, but we will answer your questions in detail.

"Our own business has been fairly successful during 1917, and this has been largely due to the steady enquiry for the lines we handle, even in face of the increased prices for all commodities.

"Business conditions were certainly not better than 1916, and our difficulties are likely to increase because of greater troubles of transportation.

"Credits were on the whole satisfactory. The grocery trade appears to be

(Continued on page 23.)

Current Events in Photograph

No. 2

A FRENCH officer decorating a *poilu* in the trenches bordering the ever-famous "Chemin des Dames." Note the pointed stakes and the wilderness of barb wire protecting this section of trench. Note, too, how it zig-zags in and out among the denuded trees.

Opposition to Proposed Food Regulations

Western Provinces Voice Some Opposition to Proposed Measure—Claim That Framing Committee Not Representative Enough to Voice Opinion of Whole Trade

A STRONG burden of opposition has been noted in the West toward the proposed terms for regulating the grocery trade, and very strong representations are being made to Government members to enlist their aid in opposing the changes. Some of the strongest opposition comes from some of the co-operative organizations of the West, who claim that they have not been fairly treated in the definition of what constitutes a retail merchant. The Canadian Supply Company of Saskatoon, the Merchants' Consolidated of Winnipeg, with approximately 400 members, and various farmers' co-operative clubs, organizations that are banded together to purchase from the manufacturer, are naturally fighting these regulations with all their power. They are urging upon the Government that the committee who framed these regulations were composed entirely of wholesalers, and that the retail representatives only actually represented two provinces, Ontario and Quebec, and consequently could not speak with authority for the whole of Canada.

Manitoba R.M.A. Opposes Some Articles

J. H. Curle, secretary of the Manitoba branch of the Retail Merchants' Association, has written W. C. Miller, of the Ontario Board, as follows:

"I am directed by the officers of the Manitoba Board to call your attention to the importance of the proposed regulations to be placed upon all dealers in food products. Our officers are greatly concerned in this new step and feel that all the provincial boards ought to study the proposals very carefully so that no undue handicap will be placed upon retailers, and that they will receive an absolutely square deal. I would direct your attention to the application forms for a wholesale house and a wholesale jobber. We strongly object to the wording of these applications. It may be that some of the provinces in the Dominion are not confronted with problems such as we have in Manitoba, but we do not wish to have our hands tied so that our dealers cannot defend themselves in their efforts to meet the strong competition which is becoming a real factor in the business of the West—I mean the mail order business. Sometimes we are inclined to under-rate this competitor and close our

eyes with the hope of getting some satisfaction, but it will require eternal vigilance both in buying and in merchandising to hold the business we now have and reduce the volume of the mail order houses. There is much that is real good in the regulations, but we would ask you to examine them carefully so that the country retailer will receive full consideration and protection, and that no special concessions be granted to any branch of trade. We must be prepared to accept new conditions in which the Food Controller will through advisory committees exercise practically almost complete control of our business."

He has also written E. M. Trowern, secretary of the Dominion Board of the R.M.A., calling his attention to several points with which the Ontario members of the association did not agree. The letter reads as follows:—

"At a meeting of the executive, when the proposed regulations were more fully examined and discussed, we would direct your attention to the following under the form of application for wholesale grocers, class 2, page 19, CANADIAN GROCER:

" 'Members or stockholders of wholesale grocery shall not be made up of retail merchants.' We regard this as distinctly unfair to the retail merchant, as no discrimination has been made against a wholesaler being a member or stockholder of a manufacturing concern or of a retail concern.

"We recommend that the points of information required of the retailer shall also be as broadly covered in the reports in the application forms for license for all other classes, viz., manufacturers, brokers, commission merchants, wholesale jobbers, and wholesale otherwise.

"We agree with class 6, page 18, that the retail merchants are those regularly established in business for the sale of goods direct to the consumer, and that as we understand rule 3 to be at variance with the principle of class 6, in which someone other than retail merchants are entitled to sell direct to the consumer through the medium of the retailer, using the retailer as a medium for reaching the consumer, we disagree with said rule 3 for the following reasons:

"We believe it to be in the joint interests of the consumer and the retailer that the producer, manufacturer, wholesaler, jobber, commission merchant or broker sell their goods at as reasonable a profit as the operation of their business will permit, such profit to be approved by the Canadian Government through the medium of the Food Controller, and that the retailer in turn shall operate his business by the same principle, making a reasonable profit subject to the approval of the Government Food Controller in the best interests of the consumer.

"We recommend that retailers be answerable for the profits on their merchandise to the Government Food Controller and not to the producer, manufacturer, wholesaler or others from whom they have bought such goods.

"The general interests of the consumer and the country at large is best conserved by each branch of the trade being responsible direct to the Government Food Controller and no branch of trade being supervised or controlled by any other branch of trade.

"We recommend that the advisory committee consist of an equal number of retailers and consumers to that of manufacturers and wholesalers, said retailers to be men of broad retail experience in order that they be able to render most valuable assistance possible to the Food Controller in the retailing and economic distribution of foods to the consumer. The appointment of said consumers might with credit be recommended by the Canadian Council of Agriculture."

Materials for Marmalade Scarce

Bitter Oranges Under Partial Embargo by Italian Government—Supplies Will be Only Half of Former Years—Florida and California Orange Crop Decimated—Manufacturers Have Provided Against These Difficulties

IT is getting around to the season when people begin to think of marmalade-making, that is to the season when they used to think of marmalade making in the past when the materials that went into the making of this almost universally used product were both cheap and plentiful.

This year the products will be neither plentiful nor cheap. To begin with bitter oranges come from Italy. War conditions in that country have not helped to make the crop more plentiful, and moreover the difficulties and dangers of transportation, to say nothing of the enormously increased freight rate, and war insurance, have rendered the import of fruit from that distance next to an impossibility. This year, too, the Italian Government has imposed a partial embargo on the export of bitter oranges, preferring to retain them to provide food for the army. As a result firms who have bitter oranges on order have been advised that their order will only be filled up to 50 per cent. of their requirements.

These oranges will be coming on the market somewhere between February the first and fifteenth. And there is little doubt but that they will be a costly luxury.

Then again sweet oranges though they have not the difficulties that surround the Italian orange to face before they reach this market, still do not promise to be over plentiful.

Florida and California Crops Short

It is less than a year ago since a serious frost attacked Florida, and destroyed many groves in that state, very materially affecting the supply that will be available both this year and for several years to come, before the young orchards begin bearing. Then last summer California was visited with a disastrous heat wave, when for a week the state blistered in the sun. The damage to the orange crop was enormous. This was more especially true of the Navel crop, the big crop of the state. The Valencia crop escaped comparatively lightly, and showed a very fair production. But the Valencia crop is pretty well at a close, and the country has now to depend on the disastrously depleted Navel crop. There will be many thousands of cars available of course, but the superabundant crop of the late years is a thing of the past for some years until the effect of the heat wave has been overcome and the young orchards come into bearing. In Jamaica the hurricane of some months ago again caught the orange crop though it is hardly known how severe this loss may be. This leaves Cuba, Porto Rico and Mexico as yet out of the general story of calamity. Oranges will be available from all these sources, though for several years back due probably to the unsettled state of the country, and their inability to compete with higher grade fruit, Mexican oranges have been growing gradually less plentiful on the Canadian market.

There is one ray of sunshine for the person who hankers for home made marmalade and that is that grape fruit will probably be cheaper than in the last year or so, but the reason given for this, the scarcity of sugar, renders it but a doleful comfort.

It is hardly likely with sugar at its present figure, and oranges at the price they will probably reach, that there will be any great demand for the ingredients of home made marmalade. As a result the trade will in all likelihood turn more and more to the manufactured article.

Manufacturers Make Early Provision

Of course the manufacturers will be faced with practically the same conditions, but they are of course in the happy condition of having been able to foresee the situation and to have been able to forestall it in a degree at least. It is understood that some manufacturers who have not been able to assure themselves of a supply of bitter oranges because of the embargo aforementioned

have placed large orders with Florida shippers for a supply to provide them against any possible scarcity. Then too they are in a better condition to assure themselves of a supply of sugar at a reasonable rate. It is true that the manufacturer will be faced with increased costs over those of former years, but they will not be by any means as proportionately high as they would be for the individual housewife starting in to make her winter's supply of marmalade. The grocer may possibly lose some little trade in one line, but if he is awake to the possibilities of the moment he will amply repay himself for this loss by an improvement in trade in another direction. That is the lesson that presents itself in viewing the present situation in this line.

Sugar Prices Will Not Increase

Deal With Cuban Sugar Planters Will Serve as a Stabilizing Influence—Possibility of Lower Prices, but This Prospect is Not Very Bright

PRESENT indications are that sugar has reached the top of the wave, and though there is only a vague possibility that the price may decline there is very fair assurance that no further advances are to be expected.

Present reports indicate a production in Cuba of 3,600,000 tons. Whether this output will actually materialize, or whether conditions will change before the season is well under way is a matter that no one can determine as yet. It is understood that of the 200 centrals on the island some 100 are now grinding, and probably the remainder will be in action in the next few days. Reports from some sections show conditions to be very favorable and there is little doubt but that the crop will come up to estimates. Now that the negotiations between the International Sugar Committee and the Cuban Commission have reached a satisfactory decision, there is a settled basis price to all refiners, and as a result there is little likelihood that refiners will be inclined to vary prices to any extent.

Enormous Sugar Purchase

The International Sugar Commission has purchased 2,500,0000 tons of the Cuban crop for delivery within the course of the next 10 months, they also hold an option on some 700,000 tons, so that they practically control the available Cuban supply.

The price set for the raw sugar under this agreement was 4.60 F.O.B. the north side of the island of Cuba and 4.55 F.O.B. the south side of the island. Arrangements have already been made by the International Committee for providing enough ships to handle the crop, and already shipments are moving forward with regularity that will, it is believed, rapidly change the present stringency.

No Likelihood of Sugar Famine

As matters now stand there is no likelihood of a sugar famine. With shipping facilities assured, and reasonable regulation of distribution there is little to be feared. The island of Java has from 500,000 to 600,000 tons but owing to the lack of shipping facilities this is not available, so that on the Cuban supply there depends a largely increased demand. Great Britain was a large importer of beet sugar from Germany prior to the war, and of course this supply is not now available, and so the largest sugar consuming population has been left without its normal supply. It is the necessity for providing for the present needs of Great Britain and France that has caused the present difficulty.

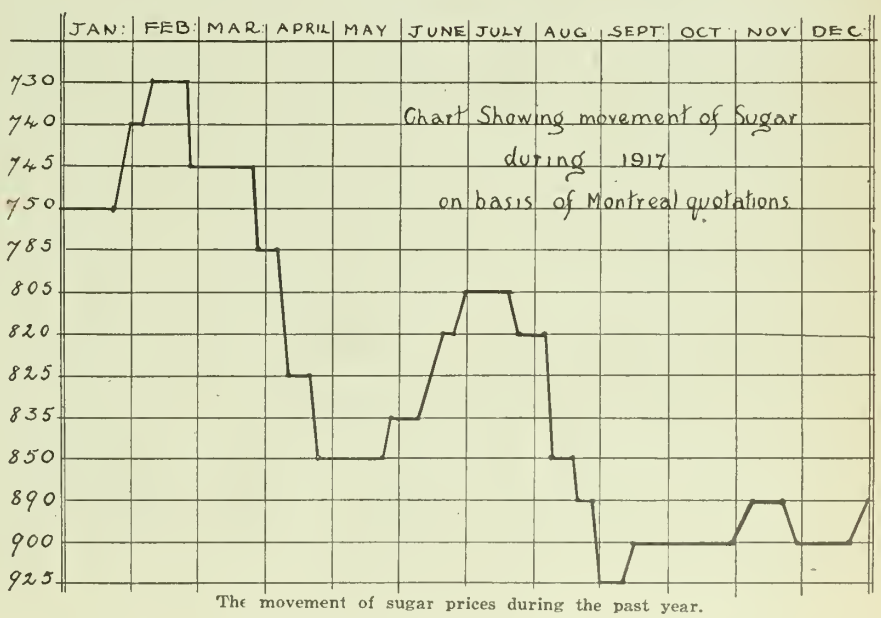
Under present regulation, however, it is confidently believed that the Cuban crop, supplemented by the 200,000 odd tons of Louisiana sugar and the 600,000 old tons of Hawaii in addition to the beet sugar crop, will meet the difficulty.

The needs of Canada will, of course, be looked after by the International Commission. Canada also has other sources of supply, British West Indies, British Guiana, San Domingo, and the Dutch East Indies. Canada's average yearly consumption is some 278,669 tons.

Refiners in Canada are confident that they will be able to get a suppply sufficient to meet all requirements. The immense Cuban crop will soon be moving in full volume, and then it is that refiners consider the distant possibility of some decline in price. There can be no increase owing to the setting of the figure on raws, and the only thing that could induce a decline would be a desire on the part of the Cuban planter to realize on his crop at once by forcing the sale. This is, of course, a far away possibility, so that there is little likelihood of any great decline in sugar. This applies to Canada as well as to the United States for though some of Canada's raw sugar comes direct it is all bought on a basis of the New York sugar price so that there is no chance of any variation here.

Transportation Difficulties the Disturbing Factor

There appears to be sufficient sugar to meet every actual need. As has been stated the only real difficulty is the possibility of the temporary failure of transportation. The transportation difficulty will certainly prevent any great stocking of raws by the refiners which, of course, means that the refiners will only be able to meet a normal demand. Any tendency to corral available supplies of sugar and store them against a time of scarcity will unquestionably tend to precipitate that very event. There will in all likelihood be plenty of sugar for everyone for practically every purpose, always providing that buying is kept within normal limits. If it exceeds these limits there is every likelihood that some action will be taken to control it, and so to maintain the normal trading conditions.



The movement of sugar prices during the past year.

PROSPERITY NEEDED TO WIN THE WAR

(Continued from page 20.)

handling more actual cash, and presumably because the purchasing public is being better paid.

"As for our estimate as to probable business conditions in 1918, he will be a wise man who can look ahead even a few weeks these times. It seems to us that to "carry on" at best one may, is all that can be expected. Greater faith and endurance were never more necessary than to-day."

HAWAIIAN SUGAR CROP SHORT

The Hawaiian sugar crop this year is forty-one thousand tons behind the estimates partly due to the drought. Last year the crop totalled 594,314 tons.

Can Travellers' Calls be Curtailed?

Recommendation by Food Committee Considered by Wholesalers — Opinions Favor Once a Week Calls For Travellers in Cities, and Fewer Calls in the Country— Some Firms Favor Anything to Win the War and Reduce Cost of Foods

CURTAILMENT of the number of calls made by commercial travellers upon the retail trade is a suggestion under consideration by the Food Controller as a war measure. This was a recommendation of the special Food Committee under the chairmanship of P. B. Tustin. It has not come to any stage of definite action at date of writing, but it may at any time.

Opinions of a number of leading wholesalers, and manufacturers of foodstuffs whose firms employ travellers to solicit the retail trade for business, have been given in interviews accorded CANADIAN GROCER.

Views of Wholesalers on Subject

"There have always been travellers for the country points at all events" said Hugh Blain of Ely-Blain, Ltd., Toronto, "though in the North-West where travelling is costly and distances great between small points orders by mail have been encouraged by some concerns. In the city the retailers used to come in to the wholesaler with their orders, or to telephone them in. I doubt whether that condition of things could ever be restored. Certainly where the wholesale trade calls on the retailer three or four times a week that duplicates work to a great extent. The retail trade would not suffer much through fewer travellers' calls, if they would systematise their methods so as to have a memo ready of all requirements for a week or so. Then a call from the traveller once a week would be enough. As every well organised retail store has its own method of watching stock and keeping a record of what is running low this would involve no extra trouble for the retailer. As regards staples that plan would be simple enough, and few specialties are being called for in these days of Food Control. There would be exceptions where occasionally a retailer might not be so systematic. These could telephone in their orders and have them sent. Every retailer has a telephone.

"I don't think that to reduce the number of calls made by travellers would mean reduction of staffs. It might enable travellers to keep more regular hours, and would relieve them of some extra labor."

Saving in Deliveries Possible

"There is a bigger saving possible in deliveries. If it could be arranged to have delivery only once a week it would be a great saving. At present we deliver just as the customer requires the goods. Any agreement arrived at as to calls on the customers or joint deliveries would have to be generally accepted to make it at all effective.

Still greater economies could be effected if it were possible to get the retailers to reduce delivery of goods in small quantities at the same time, and send only reasonable sized orders. This is far more important in the retail than in the wholesale trade. As now practised retail delivery is a very costly system."

"It's a big question to consider curtailment of travellers' calls" said F. W. Humphrey, Toronto, "Each firm is inclined to think that the system as far as they are concerned is already being worked as economically as possible. In deliveries, however, especially in the city, there is certainly room for economy."

Retail Delivery Again

"It is in delivery rather than in travellers' calls that I can see the most opportunity for saving, and the retail delivery system offers the biggest field for saving waste. It must cost even a small grocer from $1,500 to $2,000 a year to deliver goods to his customers. And much of the need for delivery of small packages might be overcome as every consumer knows. There is room for real economy in that direction."

It was D. W. Duff of Perkins Ince & Co., Toronto, who expressed himself on the matter to that effect, and he said further on the matter of travellers' calls: "The inclination in any case is to reduce the travelling staff of any concern as much as possible consistent with the distribution of the goods in the territory being worked. It adjusts itself as a rule since if you find a territory not giving sufficient business the tendency is to discontinue that territory where other travellers are already making all the calls that would be remunerative. It works out pretty well as things are, and unless a perfect upheaval of existing systems is contemplated, I think the present plan is economical. It is especially so in the grocery business where the margins are small, and we have to reduce expenses on everything. To upset the existing system of business might lead to the creation of monopolies.

"This applies equally in city as in country. The city is now a very big territory. If one or two jobbers dropped out the consumer would not notice any saving caused in the price of food for the salaries of travellers are small in the aggregate as compared with the value of goods sold in a year. Much more economical would be a centralization of deliveries. If there could be a thoroughly good central delivery system there might be a big saving effected. That would mean the organization of a big concern to handle consignments quickly, promptly, and carefully. The danger of such concerns is that carelessness develops and damage results so that firms would rather do their own delivering."

"Canadian Grocer" Makes Business Men

T. Kinnear of T. Kinnear & Co., Toronto, said, "To make any curtailment of calls by travellers effective it would have to be enforced by law. It could hardly be worked voluntarily. Even as things are, however, the retailer can help a whole lot by being ready for the traveller, and letting him away promptly. The retailer keeps travellers waiting often and for long period while serving customers, when the traveller needs only a few moments, it may be. We can't have the retailer too brisk, business-like and thorough, and in this respect the more the retailers read CANADIAN GROCER, the better able to do business we find them."

ADEQUATE SUPPLIES OF TIN PLATE IN U. S.

A modification of the British embargo on tin plate is responsible for the statement from Washington that a supply of tin adequate to all requirements will shortly be available for import into the United States. This action is the result of negotiations carried on between the War Trade Board and the Department of State.

The present embargo on tin, so far as imports via the Pacific coast are concerned, will be withdrawn. The permits now required will be dispensed with and tin will be allowed free access into the U. S. from the far east.

It is in order to make full use of the productive capacity of the U. S. that Britain has allowed the release of sufficient tin to meet requirements. American importers will have to obtain proper licenses from the War Trade Board before they can import tin plate. The Bureau of Imports will restrict the issuance of import licenses for tin to imports for strictly essential use. The chief source of supply via the Pacific coast will be the Straits Settlements.

U. S. GROCERS MAY HAVE PRICES FIXED

Officials of the Federal Food Board, discussing the discrepancies disclosed by a comparison of the daily price lists issued by their experts and the actual prices charged to consumers in various districts of New York, asserted yesterday that the retailers eventually would be compelled by law to comply with the price lists if they showed no disposition to do so voluntarily or under the pressure of public sentiment.

Equipment an Effective Selling Agency

A Service That People Demand—Some Suggestions Regarding Display and Delivery as Illustrated in the Activities of a Galt, Ontario, Store.

THE adoption of modern selling equipment is a settled policy of the McKellar Brothers store, Galt, Ont. They have adopted the system of keeping their equipment up to as high a standard as is possible for them, not only from a matter of personal pride in the store, but because they believe that such a policy is a very decided factor in the selling of goods. People have come to look for and to expect the service that only can be given them with the assistance of modern handling and merchandizing devices. To attempt to get on without them is to unnecessarily handicap the selling power of the store. Therefore it is that in this store will be found cash register, computing scales, electric coffee mill, meat slicers, computing cheese cutters, biscuit display cases, silent salesmen and two refrigerators. This equipment entails quite an outlay, but it brings its returns in a sound business.

A glimpse at the accompanying illustration will give some idea of the system adopted in the store. The two silent salesmen in the front of the store are used to display a general assortment of the store's wares, that are therefore the first thing to catch the eye of the customer entering the store. To make the suggestion more pointed framed signs suspended from the ceiling call attention to some important lines of the store's trade, fresh fruit, confectionery, tobacco and cigars, etc. It is a simple and yet effective way of keeping some important lines always before the attention of the probable purchaser.

A Handy Parcelling Department

The first counter beyond the showcases is the serving counter. Behind this is another counter that is given over entirely to putting up of orders. One system adopted here might very well be imitated by other stores. The shelves behind this counter are devoted to preparing delivery orders. One shelf is devoted to each of the three main delivery routes of the store, so that at a glance can be seen just what deliveries are ahead and what sections they are destined for.

A Well Equipped Provision Department

At the rear of the store is a well equipped provision department that is one of the selling factors of the store. There are two refrigerators in connection with this department, one for cooked and smoked meats and another for butter, cream and cheese, so that any possibility of contamination from the odors of different products is done away with. There is a rack over this counter that permits of a display of fowl and meats.

To the rear of the store will be seen a high circular stand about which is arranged a fine display of pickles, sauces and catsups, and other similar lines of glass goods. It is an effective display, that takes up little space and adds materially to the attractive appearance of that department of the store.

A New Goods Display an Effective Selling Medium

Another plan that has been adopted is a table at the rear of the store where are displayed any new goods that the store is just stocking. There is always something of a novel nature here, and customers have come to look for this display, and as a result these goods are often introduced without any particular effort on the part of the clerks.

There is a roomy office at the rear of the store where all the records are kept and the general accounting done.

Fine Storage Arrangements

The store is unusually well equipped for storage purposes. A doorway at one side gives entrance to a store room that runs the full length of the store. Here are kept all the goods that do not require a particularly low temperature. It is a very handy system, for the surplus stock is right at hand and it is very easy in this way to keep the store dis-

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McKellar Bros. Store, Galt, Ontario. Note the framed signs over the counter calling attention to special lines.

Business Men Plan Nation Wide Saving

Splendid Results Secured by United States Committee Dealing With the Problems of War-Time Economies—Large Savings Effected — Economy in Small Things Brings Big Results

By a Staff Representative at Washington.

Washington, D.C.

THE full significance of what has been accomplished here directly through the co-operation of business men with the Government is realized when the subject of economy is approached. Economy will play a big part in the final stages of the war—conservation of food, of materials, of money. And yet economy must, in countries as democratically constituted as Canada and the United States at least, be more or less voluntary. It may be that before the final curtain falls our governments will find it necessary to commandeer all supplies and put everyone on a basis where orders are followed in everything. Up to the present, however, all efforts toward economy have been in the nature of suggestions and what has been accomplished has been voluntary.

One of the seven members of the Advisory Commission of the National Council of Defence is A. W. Shaw, the editor of "System," a class magazine. Mr. Shaw's department is Economy. He has gathered about him a group of experts and with their co-operation has succeeded in creating certain economies. The savings created have been little short of marvellous. There can be no doubt that, had the matter been deputed to an official of some department—the usual Government way—the country would have wagged along in the usual way and all that would have come of it would have been a lot of noise and a flood of printed matter. But Editor Shaw and his committee proceeded along entirely different lines. He knew where the economies could be made—it being but every day business to know such things. He gathered about him men who knew how they could be made. It was an expert job so he called in experts.

Economies in Small Things

The outstanding feature is the fact that the economies from which the most good resulted were on the surface the smallest things. The work done in this respect demonstrated that in the small thing multiplied many times over lies the greatest possibility of great results.

There was, for instance, the matter of "return privileges" on bread. In large centres bread is supplied to the retail stores by central bakeries and the storekeeper has the privilege of returning any loaves that he is not able to sell. The committee were of the opinion that the amount of food thus wasted must be large and an investigation was made. The figures obtained were startling.

It was found that the bakeries received back 4.89 per cent. of all the bread they sent out. In other words practically one loaf in every twenty baked was wasted. Spread this over a country as large as the United States and the magnitude of the waste becomes appalling.

Of course this bread was not entirely wasted. A certain percentage of it—not large, however—was sold again to the very poor and a large part was ground up for stock feeds. Clearly, however, the loss through the return system was enormous.

"There is only one remedy," declared Mr. Shaw. "The dealer will continue to overorder just as long as he can send back whatever he can't sell. If he knows that a loaf unsold represents a loss to him he will not order more than he can sell. We must cut off the return privilege."

The matter was taken up and, of course trouble developed promptly. The retail dealers, at first, protested. They looked upon it as a case of passing a loss that was being borne by the bakers on to their shoulders instead. The small corner storekeeper, who is the man who sells the most bread, is not in a position to stand losses. His margin is a very small one and anything that threatens his meagre profits is a menace to the life of his business. So naturally there were violent protestations.

The plan of campaign adopted by the committee was one of education and it was judiciously followed out. The bakery trade papers were used to explain the idea to the bakery trade. Finally, the trade was educated up to the point where it was willing to have the return privilege withdrawn. It was not possible, however, to make the new system unanimous. On the east side of New York for instance, particularly in the Ghetto, the consumption of bread is enormous. The poorer classes of Jews subsist very largely on bread. Naturally they must have it fresh and the storekeeper has to carry it in such quantities that the return privilege is almost a matter of life and death to him. It was found impossible to put the new system into effect on the East Side but in practically every other part of the union the idea was tried out.

The saving made has been sufficient to supply 500,000 people with bread. That is, the amount of bread consumed has been less than formerly to the extent of what would be required to feed that number of people. The actual saving, of course, has been in the flour. At the present rate the saving will equal 600,000 barrels of flour in a year! A tremendous saving has grown out of what might on casual observation have seemed a very trivial point indeed.

Saving Wool—In Small Ways

Perhaps a more striking example of what was accomplished by utilizing small savings is found in the case of wool.

Wool has been very scarce since the war started, and very dear. It was deemed one of the essentials that wool should be conserved.

The committee which included experts in all lines began to hunt around for the seemingly small ways in which savings could be made—the small ways that the public is always ready to embrace when more sweeping methods are flatly repudiated. Accordingly the matter of swatches came up.

A swatch is a sample of cloth sent out by clothing manufacturers to the trade and often given in turn by the trade to the public.

It was thought that these could be made smaller and a campaign was inaugurated to influence the clothing manufacturers to that end.

Grumblings arose. "We want to do all we can," said the manufacturers "We're keen to save wool ourselves. We'll do any sensible thing you ask. But, in the name of common sense don't bother us about such darned picayune things as swatches."

The trade, in fact, was inclined to laugh. Swatches! Little, dinkey, no account scraps of cloth. Give them a chance to work on something big in an economical way. Then they would show what they could do.

However, the campaign bore fruit and the size of swatches was reduced. The result up to October 1 was an actual saving of enough wool to make uniforms for 57,000 infantry troops!

Economy and Styles

In the same connection the matter of styles was taken up. When wool is needed as badly as it is to-day it hardly seems right that the cut of men's clothing should be made full or that unnecessary belts should be added to coats or that huge flaps should be put on pockets. The committee has been working quietly on this matter and it is possible to state that their recommendations are having effect in the matter of the cut of clothing.

This, however, must be done very quietly. Styles are ticklish matters to meddle with. Had the committee rushed into print with a campaign against belts and pockets and other features of present day male clothing the public would

have gained the idea that to wear clothes with these features was unpatriotic. The result would have been a more or less complete stoppage of sales on all such goods. Thousands of suits, perhaps hundreds of thousands, would be left on the shelves of the retailers or in the stock rooms of the manufacturers and the men who would otherwise have bought these suits would demand something different, something simpler and in line with the save-the-wool campaign. As a result manufacturers would have been compelled to supply a new suit to take the place of every suit left unsold.

The result would have been a distinct loss instead of a saving.

This is almost certainly what would have happened had the committee handling the matter not been made up of experts. As it was they sensed this development and went on a new tack. They said not a word to the public but started in to educate the men who make the styles.

Economies All Along the Line

These instances are but two out of many which could be quoted. Editor Shaw, of the class press, and his committee of business men have probed expertly into the problems of economy and have found the methods by which big results may be obtained in the easiest ways. They are hard at work on problems involving duplication of labor and the elimination of unnecessary help. They are pruning some of the evils out of retail delivery systems and expect to release 100,000 men from this work alone for employment in more productive lines. Their investigations are being carried into all lines of business. Results as fully satisfactory as in the case of bread and wool are being obtained.

What is a Reasonable Basis of Margin?

An Important Question Not Yet Solved by Grocers — One Plan Suggested Not Altogether Satisfactory—The Least Margin Possible is the Thing To-day.

By Henry Johnson, Jr.

Here is an important matter for adjustment:

K——, Ont.,
Sept. 17, 1917.

Mr. Johnson,
CANADIAN GROCER.

Dear Sir,—Have read with considerable interest the articles you have written for the grocer since the beginning of the year. A problem which has given me a considerable amount of trouble is to ascertain or even estimate with any degree of accuracy the profits of the different lines I carry. Can you give me any practicable plan?

Yours truly,
R— C— H—.

No: I do not know how that problem can be solved, not in a practicable way, that is. The trouble with our business is that it runs into so many small items and small sales of any one item. Hence, plans which work O.K. in a wholesale house are not applicable to our stores.

Yet I have often thought that it would pay every grocer to dissect his own business, even through the application of a lot of hard work and detailed study, for one complete year, and do that about every five or six years to keep rather accurate tab on what items pay best and what each earns in proportion to its handling costs.

I tried this one year, but got busy and mixed up after a few months due to changes in help, and then dropped it. I have been mighty sorry I dropped it ever since.

My plan was to have a lot of cards on each of which I listed one item. There were spaces and columns on the card for all information I could want. It was laid out this way:

Soda Crackers Bulk

Date. From. Pounds. Cost A. F. Sell. Margin. Total.

Simplicity of Plan—Excessive Detail

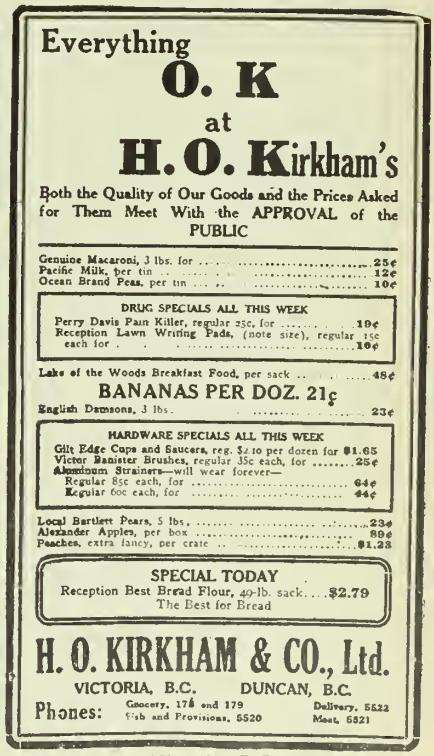
That is a simple plan. The idea was to take from each invoice the data indicated on each item. Quantities were taken in pounds, dozens or gallons, as our business was altogether retail; and the inside ruling price always was used. For example, soda crackers probably were listed 3 for 25c, so the figure under Sell was 8 1-3c.

If this work had been kept up with even approximate diligence I should have been enabled at the end of the year to know just about what I had made gross on each separate item; how much of that item had been handled; and what proportion both of sales and gross earnings had resulted from each. A method of this sort is practised in large businesses. It pays them to do it continually. I am sure it would pay us to do it at least once. But I know, just the same, how difficult is the task in any ordinary grocery store.

At present we are satisfied with the general statement that we handle some 45% of our total turnover on margins less than the average cost of doing business; and that we must get all our profit, as well as carry the excess cost of handling unprofitable goods, from the remaining 55%.

Now I believe that no such condition exists. I think that the goods we consider as unprofitable pay their way and then some, because such goods cost less to handle than the others. I think, also, that the goods on which we feel we are making a liberal margin usually cost

Satisfaction Unconditionally Guaranteed
Week-End Shoppers
generally carry many parcels home with them; and they are, therefore, entitled to a reduced price on their purchases. A few cents saved on EVERY PURCHASE AMOUNTS TO A LARGE SUM ANNUALLY.
Is it wise to pay credit and send it prices if you pay cash and carry your parcel home?
No. 1 Peaches Per Crate $1.17
SALMON SPECIAL
Red Salmon, whole or half, per lb. ... 12½¢
Sliced, per lb. ... 15¢
White Salmon, sliced, per lb. ... 10¢
Ripe Tomatoes, per lb. ... 5¢
Mason Jars, pints, per dozen ... 80¢
Quarts, per dozen ... 90¢
Cash and Carry Prices Are the Very Very Lowest
BANANAS Per Doz. 19c
Ribs of Beef, per lb. ... 20¢
Legs of Spring Lamb, per lb. ... 34¢
Sirloin Roasts and Steaks, per lb. ... 28¢
GOLDEN STATE MASON JARS
Per dozen, quarts ... $1.18
We would like to demonstrate to you the advantage of the jar.
CO-OPERATE WITH
PEOPLE'S GROCETERIA
749-751 Yates Street
and Help Reduce the High Cost of Living
Satisfaction Unconditionally Guaranteed


Everything
O. K
at
H. O. Kirkham's
Both the Quality of Our Goods and the Prices Asked for Them Meet With the APPROVAL of the PUBLIC
Genuine Macaroni, 3 lbs. for ... 25¢
Pacific Milk, per tin ... 12¢
Ocean Brand Peas, per tin ... 10¢
DRUG SPECIALS ALL THIS WEEK
Perry Davis Pain Killer, regular 25c, for ... 19¢
Reception Lawn Writing Pads, (note size), regular 15c each for ... 10¢
Lake of the Woods Breakfast Food, per sack ... 48¢
BANANAS PER DOZ. 21¢
English Damsons, 3 lbs. ... 23¢
HARDWARE SPECIALS ALL THIS WEEK
Gilt Edge Cups and Saucers, reg. $2.10 per dozen for $1.65
Victor Banister Brushes, regular 35c each, for ... 25¢
Aluminum Strainers—will wear forever—
Regular 85c each, for ... 64¢
Regular 60c each, for ... 44¢
Local Bartlett Pears, 5 lbs. ... 23¢
Alexander Apples, per box ... 89¢
Peaches, extra fancy, per crate ... $1.23
SPECIAL TODAY
Reception Best Bread Flour, 49-lb. sack ... $2.79
The Best for Bread
H. O. KIRKHAM & CO., Ltd.
VICTORIA, B.C. DUNCAN, B.C.
Phones: Grocery, 178 and 179 Delivery, 5522
Fish and Provisions, 5520 Meat, 5521

Example of some effective advertising from Victoria, B.C.

more to handle than the others. Hence, it really is very nearly true that each class of merchandise pays a profit in addition to the actual cost of handling it. But all this is belief and theory on my part; for not yet have I discovered a way of demonstrating the contention.

Slow and Rapid Turning Merchandise

For example: A dozen cans of plum pudding may be turned only once a year. They may come in in November and be sold down to 3 cans by Christmas, and the three cans be put away until the next year. Such slow sale, interest, rehandling, spoiled labels, etc., etc., all operate to reduce if not to completely obliterate the net profit, even if the gross original margin was 35% or more.

But five barrels of sugar turned every week at 10% pay a net profit, I believe, even if the average expense is 16 2-3%.

All of these questions would not be solved completely by the cards I have described. But I believe that our ideas of our actual sales would be considerably readjusted by a study of the card records at the end of the year.

If I have given any hint whereon my friend can base or plan a system of his own, I shall be glad to hear what results he obtains from its use.

Big Things Happening

The wave of patriotism that is sweeping the country is the moving force behind all effort—at this time. So strong is this force that manufacturers, jobbers and retailers are getting together and saying to each other something like this: "Here, boys, this is OUR war. Each one of us has a stake in it—a vital stake. It is up to us to forget all business rules, margins, profits and all that, lest we wake up some morning and find that 'he that would keep his soul shall lose it,' that is, that there is no business left for any of us—that Germany has 'commandeered' all of it. So let's get right down to our actual rock bottom production and handling costs. Let us make prices based on those inside costs. That, in present circumstances, is the only enlightened way. Let us go further. Let us co-operate each with the others so that all may operate most economically, to best general advantage!"

Of course, everybody joins in on this. There are no slackers.

Now, the most interesting point is that in this talk there is not a single thing about direct self-interest; nor is there anything which, on the face of it, savors of efficiency. It seems all to be simple good-fellow stuff. It is all the more attractive to each of us for that very reason. But what is to be the outcome for the great future?

All for Each Helps Each

The outcome is that, in the search for that same inside, rock-bottom cost I have spoken of, theorist and practical man, academician and the self-made man work side by side, digging into every available bit of record and information. The practical folks show actual conditions as they are now under present methods. The theorists state their plans. Perhaps it takes the academicians to blend the two, or maybe a little is taken from each kind of worker to evolve the new philosophy of business.

And it keeps 'em all busy. Every one of them must think his hardest and plan his keenest. For this elusive element, cost, is not to be recognized and segregated without the utmost diligence.

But with that keen co-ordination one thing is mighty certain: We shall make most astonishing advances in business knowledge and the economics of manufacturing and distribution. And every bit of such advances shall remain with us after the war.

There is not a doubt, there is not a chance, that we shall not make wonderful progress during the next year or two. And that progress will not be lost afterwards.

But each step forward will have another deep significance. That is, every man who is to stay in business after the war must be a better business man than those who were able to keep house before. We shall not lessen competition of brain with brain, but increase it; and only the best type of men will be able to survive.

Hence, the wise men of to-day are going to keep posted on what is going on at Washington. They are going to study every paper and bulletin they can get hold of—which are all free, by the way. Then in the days to come, we are going to have a better class of business men in all lines than we have had in the past.

But there is going to be no place for snap-seekers.

A Hitch in Licensing Wheat Products

Some Manufacturers Refused License After Being Notified That Their Application Had Been Approved—Other Firms Get License

THE matter of getting licenses to manufacture wheat cereals is not as simple a matter as it would appear on the surface. It is now almost three months since the restrictions were first imposed and only during the last day or so other difficulties have been cropping up. Some three weeks ago word was received by a number of firms who manufactured different forms of wheat products that their applications for license had been considered and approved. In many instances changes had been made in the form of package to coincide more closely with the expressed wishes of the Food Controller and not unnaturally these firms felt that they had a right to consider that their difficulties were over. During the course of the past couple of days, however, some of these firms have been notified that the changes they had made were not sufficient to meet the requirements of the Food Control Department and that as a result they had been refused license and had their guarantee cheque returned. On the other hand other firms have been granted a license to actually operate. The White Swan Spices and Cereals has at the date of writing received a wire announcing the actual granting of their application to continue the manufacture of wheat products advising them of the number of the license so it would seem as though there could be no hitch in this instance. This firm made a number of concessions directed toward conserving wheat by making some changes in the composition of the products affected and also by making some change in the form of the carton in which these goods were marketed in order to bring it within the scope of the Food Controller's dictum regarding the price of carton as compared to the value of the product. The long delay and the continual uncertainty that has prevailed for a long time now has proved a very serious handicap to some firms and while the Food Controller has given many assurances that he will do nothing to injure business his refusal to grant these licenses even where it would seem to promise a saving in flour has unquestionably worked a very considerable hardship.

PUTTING THE CHARGE WHERE IT BELONGS

Merchants in many centres are taking to the idea of curtailing delivery service. Several instances have come to our attention of late where the service has been curtailed, and where every delivery has entailed a small charge on the purchaser. Many people have come to look upon the delivery service as their by right. Others more thoughtful have endeavored to make their demands on the store as light as possible. Under the old system each had to pay the same charges. The new idea puts the charge where it belongs, against the person who demands the service. This certainly looks to be getting down to the right principle.

EXTENDING SELLING STAFF

The selling staff of the Canadian Milk Products, Limited, Toronto, has been extended. The trade will be interested in knowing that W. E. Nolan, who has been with the company for the last year, will cover regularly the Niagara Peninsula, including Hamilton and the North to Cochrane. H. A. Davis, recently with the Fry's Cocoa Company, will cover the territory from Galt to Kitchener West to Windsor. F. H. Whitcombe will continue to cover Eastern Ontario.

P. B. TUSTIN GRANTED LEAVE OF ABSENCE BY WINNIPEG

P. B. Tustin of the Food Controller's Department has been granted an indefinite leave of absence by the municipal authorities of Winnipeg, in order that he may devote his entire time to the work of the Food Control Department.

OPPOSED TO NEW REGULATIONS
Considers Them Unfair Discrimination Against the Retailer

Not all the retail trade is favorably disposed toward the proposed regulations, that is evident. The following letter is the first expression CANADIAN GROCER has had, however, opposing the proposed new order of things. This paper would be glad to hear from other merchants on these points.

Sterling, Dec. 31, 1917.

Editor Canadian Grocer,

Dear Sir:

In reading over and studying the new proposed license law for retail grocers I see that, like another unfair piece of legislation, the inspection of weights and measures for which the retailer has to pay to satisfy a suspicious and suspecting public, the burden of cost again is put on the retailer although the benefit is for the public. This seems to me the last straw.

If it is necessary to protect the public and safeguard the best interests of the country from a few of the large speculative retailers, wholesalers and manufacturers who hoard up large quantities for high prices, let the public pay for the benefit which will accrue to them.

As for the average retailer he has not sufficient capital to speculate in surplus stock. I also notice that in the recommendations of the committee they admit that the retailer is already carrying a heavier burden of taxation than the producer, and he is also more willing to give voluntarily to all good causes, which is true, yet they heap more on him and confess they cannot find any way to make the producer pay his share. And as for profiteers the poor grocer is not in it for a minute with the farmers.

I know of a case in our community where a farmer and his two sons each bought a $1,000 Victory Bond out of this year's revenue and lived and paid all expenses.

Something no grocer or merchant could do and there are some pretty good sized businesses in town.

Then why put more trouble and expenses on the retailer throughout the country for the benefit of other people? If it is necessary for the government to keep tab on the supplies of food stuffs in the country well and good but let all those who benefit by the regulation pay the costs. I know it is not a large amount in each case but in the aggregate it is large. I notice that the aim is that every trade and branch of the trade be rigidly controlled as to the percentage of profit or turnover to control profiteering and speculating.

Profits not to be allowed to exceed pre-war profits. Now I would like to ask if a merchant is not to be allowed to make more than a pre-war profit providing he can while his business expenses, living expenses and capital investment owing to higher cost of goods are increasing, what is he going to have against the day when goods start to decline in value and he is caught with a high price stock which he cannot avoid, if he is going to keep sufficient goods to do business, and he has to sell them in a declining market for a year or two at no profit at all and some at an actual loss?

It seems to me the poor retailer is singled out for all the snags that can be put in his way. We hear nothing about the profits of the banks and railroads being regulated. The latter are allowed to increase their rates something more on the retailer. Doctors and lawyers are not thought of and high salaried preachers and cabinet minister, poor folk don't regulate them.

Yes we want food control, fuel control and everybody and everything controlled that will help to win the war against the most diabolical set of scheming devils this world ever knew. But let it be done in a fair and equitable manner and not by persecuting a class of people that are the leaders in everything that is in the best interests of every community.

I am surprised that the secretary of the Retail Merchants' Association should agree to this fee being tacked on to the retailers when this association has been fighting the weights and measures act for years.

Yours for fair play,
G. H. Luery.

IMPORTANT BRITISH MEASURE RESPECTING TRADE MARKS

A bill pending in the British Parliament provides that if the proprietor of a word trade mark uses his mark so as to lead the public to regard it as the name of an article it shall be removed from the register of trade marks. Representatives of American manufacturers in England are much alarmed over the situation for the bill, if passed, will seriously injure a number of American articles which have become popularized through name trade marks. It is also probable that such names would be imitated under the same name and there would be no redress. It is quite evident that this condition of affairs would entail untold loss to some manufacturers and might in some cases ruin their business in Britain. Owing to the restricted cargo space in ocean tonnage, it is further feared that English manufacturers might get a firm hold on the English market before cargo space is increased and normal conditions resumed.

Robert P. Skinner, American Consul-General in Britain, has been watching the situation closely and it is stated that if his efforts are unavailing Washington will probably be asked to intercede with the British Government for the removal of some objectionable features of the bill.

BUTTER AT $2.25 PER LB.

Butter is selling in Berlin, Germany, at $2.25 per pound, sugar at 56 cents per pound, ham and bacon at $2.11 per lb. and American soap at five bars for $1.12.

This information has been received by the U. S. Food Administration from authoritative sources. The prices are from four to five times as high as those now prevailing in America.

Captain Walter A. Harrison, Adjutant No. 2 D.A.C., of T. H. Estabrooks Co., Ltd., St. John, has been awarded the Military Cross for distinguished work in France.

Major P. W. Wetmore, of St. John, who was engaged in the produce business and as a commission merchant before entering military life, has arrived in England in command of a large reinforcement draft which he had trained.

FOOD CONTROLLER SETS PRICE ON SOME WESTERN FISH

The maximum price for mullets caught through the ice of the lakes and waters of Manitoba, Saskatchewan and Alberta has been fixed by the Food Controller at two cents at primary railway shipping points. Also that for Southern Saskatchewan lakes half a cent may be added to the prices fixed for winter caught fish at the Big River District. Rumors having reached Food Controller that itinerant American dealers have been offering prices in excess of those fixed, permission to export has been withdrawn until satisfactory evidence to contrary is produced.

EQUIPMENT AN EFFECTIVE SELLING AGENCY

(Continued from page 25.)

play always well arranged, and there are never any large gaps in the display stock that are often the case when the stock must be replenished from the stores in the cellar.

For goods requiring a cooler temperature however the cellar is used. There is ample space here too as the cellar also runs the full length of the store. It is divided into two parts. One is devoted entirely to vegetables and the remainder to the regular cellar stocks.

There are probably many hints in the methods adopted by this firm that might be successfully used or adapted to the needs of other stores.

BRITISH POTATO CROP INCREASED

The potato crops of England and Wales, on which the various food controllers have placed so much reliance in the matter of conserving bread and flour, are turning out much better than expected, and are estimated at 3.339.995 tons. a 33 per cent. increase over 1916 and the largest crops recorded since 1885.

The yield per acre is 6.57 tons, which is three-quarters of a ton greater than last year, and two-fifths of a ton better than the average of the past ten years

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada
JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Phone, Main 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, JANUARY 11, 1918 No. 2

EDITORIAL BRIEFS

IN THE good old days it was only the domestic hound who felt any great need for a license. Nowadays, however, it is considered hardly decent to go around without your license number. Fish dealers are the latest addition to the long list of parties who require a license.

* * *

J. D. McGREGOR, Western representative of the Food Controller, in addressing a woman's gathering at Winnipeg, forecast a prohibition against the consumption of bacon in Canada. The reason for this was the added requirements on the fighting lines. That will mean a pinch on some Canadian breakfasts if it comes.

* * *

AN ORDER has gone forth from the Power Controller prohibiting the use of electric current in illuminated signs or advertising devices or in excess street lighting such as the familiar cluster light. This order embraces the whole of the Province of Ontario. This will have a tendency to make our city streets less interesting, but if Broadway, New York, can stand it, we ought to be able to.

* * *

MARIE CORELLI, the noted English novelist, has been fined $350 for hoarding sugar against the regulations. That is drastic treatment, but if it could be meted out everywhere to all hoarders the conditions would be materially improved. Hoarder is a word used by the newspapers to pile opprobrium on manufacturers, wholesalers and retailers. Let us look to these classes when they hoard unduly, but let us not forget the consumer who is also a factor to be reckoned with in this regard.

HERBERT HOOVER, the United States Food Controller, is authority for the statement that without the fixing of prices by agreement on sugar, it would by now be selling for 25 to 30 cents a pound and that more than $200,000,000 would by now have been profiteered from the American people. Mr. Hoover made this statement in reply to charges made by Claus Spreckles, of the Sugar Refining Company, against the Food Controller's administration. The reply is forceful, but its accuracy might possibly be open to question.

JUSTIFIABLE PROFITEERING

IN a recent issue of *The Financial Post* appears one of a series of remarkably fine articles written by J. W. T. This bears upon banking in its relation to merchandising and quotes one bank manager as saying:

"My advice has been that the manufacturer should take the full advantage of the market, that if he has raw materials secured at lower levels that he should not consider himself under any obligation to sell his product below the price set in open competition."

"But is this not profiteering?" I interjected.

"Maybe it is," he came back, "but who is not a profiteer in these times if he has the opportunity? The laborer gets all he can for his labor, the farmer gets all he can for his produce, and the investor gets all he can in return for his money—even though it may be less than before the war. And of these I think the farmer is the man who has benefited to the greatest extent; yet no one calls him a profiteer.

"But in the case of the manufacturer there is the sound argument that he should take advantage of the rise of the market in order that he may be in a position to take advantage also of the decline when it comes. There will be many cases where the profits which a manufacturer has made out of raw materials on the rise will be no more than he will lose when in the course of readjustment the values of his stocks on hand decline in relation to the market for his products."

What is said here as advice to the manufacturer would, of course, apply fully as well to the retailer. Certainly there is a time coming when goods will decline in value. It behooves us all to remember this and to set by a reserve—accumulated by taking at least a part of the extra profit which advantageous buying makes possible—which will enable the writing down of stock when the time for this step comes, without disaster to the business.

A LITTLE KNOWLEDGE IS A DANGEROUS THING

THE *Retail Grocer's Advocate*, of San Francisco, in an item entitled, "Retailing Costs in Canada," makes some reference to the cost of doing business as

shown in the recent investigation of the Wm. Davies Company. They draw an interesting conclusion, as follows:

"From these figures it is interesting to deduct the actual costs of doing business in the retail stores of the two cities; also to note how the costs increased in the course of the war's progress. The tabulation shows:

	Toronto per cent.	Ontario per cent.
1915	17.51	17.08
1916	19.30	17.04
1917	20.25	19.88"

Evidently they look upon Ontario as one big city.

BEARING WAR BURDENS—THE MAN AT HOME

IN these days when the merchant seems to be the sport of so many suspicions when charges of hoarding and profiteering and usurious prices are the common cry of every day, in these days when the merchant is almost everybody's black sheep, let us say one word for the man who has stuck to his business through these years of uncertainty:

The average man, standing to the same daily task he knew in peace times, is a very real person and bears the brunt of war's support. He meets all the problems of supplies of materials, adequate and efficient labor, new equipment that has to be obtained in markets that are swept clean, shipments of products over routes that bristle with embargoes.

This is the man whose resources of initiation, energy, and grinding effort are the surest guarantee of victory in the great enterprise to which we have set our hand. He may be farmer, blacksmith, railroad president, foundry foreman, clerk or merchant, but without him no amount of human sacrifice in trenches will avail.

FOOD THE ARBITER

SIR ARTHUR YAPP, in opening his Food Economy Campaign in Great Britain, urged that people tighten their belts now, for in so doing they were helping to win the war. "One of the lessons of history," he stated, "is that in a great world war famine might be the arbiter. The French wheat crop has been a comparative failure, and the position in Italy is every bit as bad, the reason being that the man-power is fighting.

"The food position of all the Allied nations is serious, though not anything like as serious as that of the Central Powers. As the war drags on the position will become more serious, and it is infinitely better that we should tighten our belts now and suffer a certain amount of inconvenience than that the war should be lengthened or end in an inconclusive peace."

CANADA'S DEBT TO THE ALLIES

LORD RHONDDA is speaking in no uncertain tones of the seriousness of the world food situation. From his latest statements food rationing is to become an actuality in Britain, and even then Lord Rhondda prophecies that for a time the people of Britain will be hungry.

There has been much said in Canada of the wisdom and duty of conserving food but Canadians as a whole have hardly taken the thought seriously. Very few people in Canada to-day have tightened their belt to any extent. Some of the more patriotically inclined may have followed the Food Controller's requests to the best of their understanding, but there has been no pinch anywhere. Canada is a food-producing country. It is fairly certain that she can produce enough to feed her citizens, but before her also lies the duty of sacrifice that other countries with whom she is in vital contact shall not suffer the more because of her well-being. The winning of this war involves the sharing of burdens and sacrifices. Canada must actually conserve food.

THE PRICE OF PROFITEERING

THE United States Food Department is taking drastic action against certain firms who have not lived up to the licensing regulations.

Morris, Singer & Co., wholesale produce dealers, of Washington, D.C., have had their license cancelled for refusing to accept goods ordered when they arrived because the market went off. Lester Bros., of Newport News, Va., lost their license because they permitted a quantity of onions and potatoes to rot to maintain a market.

This action simply sweeps the firms whose license is cancelled out of business. If the facts are right, as charged, the punishment, severe as it is, is just enough, but there is the great danger that somebody may imagine that firms have done these things. Last year, for instance, there was a great hubbub in the newspapers and different large centres in Canada over many carloads of potatoes that were being allowed to freeze on the track so that a price might be maintained. Of course it was an absurd charge that could only have been made out of the depth of a profound ignorance of the marketing conditions of such goods. There lies the danger of such drastic action; that it might not be based on a sound foundation of business fact, but on the popular prejudices of persons who are not conversant with the trade. It is probable that these decisions were correct. But wiping a firm out of existence is a serious thing, and such large powers require a wide and appreciative understanding of actual conditions.

THE CLERKS DEPARTMENT

FROM "DESERT RAT" TO HEAD OF U.S. MINT

The Picturesque Career of Ray Baker Who Makes All of Uncle Sam's Money—Miner, Soldier, Politician, Diplomat

FROM "desert rat" to boss of Uncle Sam's mint is the remarkable "spread" of the career of a bright young American named Ray Baker. He now has charge of the manufacture of all the money that changes hands in the U.S.—and it is considerable—but the time is not far distant when he grubbed for gold in the desert. In between he has been a prison warder, a traveller, a soldier, a politician and a diplomat.

Something of his career is picturesquely told in the Pittsburg "Despatch" as follows:—

The love of adventure, inherent in young Baker, listened to the call of the wild. He became restive for the big outdoor life. His father had lived in Virginia City when the Comstock was unearthing its millions, when adventurers from all ends of the earth deemed it their Mecca, and a man had to be a man among men. Ray was born in Eureka, Nev., had spent some of his early years there, and when Tonopah, about one hundred miles south of Virginia City, was declared the second Comstock, the young adventurer took himself thither.

A young brother, Cleveland, had followed the footsteps of his father in the practice of law, and had located up in the mining-camp. It wasn't long after the arrival of Ray that Cleveland was elected District Attorney of Nye County, of which Tonopah is the country seat. The camp was set in most picturesque environments. There were good men and bad men, good women and bad, and good "bad men."

Ray Baker wasn't in camp a month before he was part of the picture of Western life at the frontier. He was on equally friendly footing with the big mine-owner and the dance-hall proprietor, and although he bought many a drink he never drank one. He was certainly a unique character in a wild town like that. He was ambitious to discover a mine of his own. He knew that that didn't mean a fortune overnight, but he had the best of backing among his influential friends in San Francisco.

A Picturesque "Desert Rat"

One afternoon, after the "rush" to Greenwater, where big deposits of copper were supposed to exist, Ray Baker, immaculate dresser and drawing-room paragon left Tonopah as the chauffeur of twenty burros to break a trail into Ubehebe, which he discovered in Death Valley. He was the most picturesque desert rat that ever went out of the camp. His big boots were laced over his khaki, into which was stuck a soft shirt. His sombrero was tilted, and a flowing red tie, a touch of the old life, or maybe of savagery, fell away from his throat.

It took a man of iron nerve to attempt a trip like that. He had been in Death Valley by automobile and had located his ground and said nothing about it. He was going now to secure the cream of the copper country, a stretch across the desert into the Funeral Range, forming one of the walls of Death Valley, and he had to break a new trail for one hundred miles of sandy waste and sage-brush. He had no guide and no companion save the burros.

For several months nothing was heard of Ray Baker, and then it was learned that "Jack" Saulsbury, one of the richest men in that section of Nevada, was associated with him, and big reports of the richness of the mines in the Ubehebe section, where Baker and Saulsbury had bought a claim, began to pour into Tonopah.

Then the 1907 panic broke and there was no demand for copper or anything else. This was followed by the Rawhide gold boom.

Ray was one of the first to get in, and located the "Windy Point" and "Dead Mule" claims. By and by Eastern people came clamoring for his claims. Both had good showings and Ray sold for a neat figure, bade good-by to the picturesque gold-mad camp, and went to Europe. One of the celebrities he met over there was Elinor Glyn. She was charmed with the tales the handsome young Hercules told of the West, and it goes without saying that his own deeds were clothed in modesty. The hardest thing to do with Ray Baker is to get him to talk of himself. But the author got his promise to show her a mining-camp when she "came over" in the following year.

He showed her Rawhide. But it wasn't the Rawhide that he had left. The gold hadn't "gone down" and there was very little money in the camp. But Ray came like his name, one from the sun, to the men who were trying to raise money enough to get home, to get somewhere. He was bringing, with the famous author, Sam Newhouse, mining magnate, of Salt Lake, and a Count or a Prince or something from Paris. It looked like a chance to get some new money in the camp. Newhouse might take hold or a mine or two might be sold to the prince. The boys got busy and here's what happened:

Ray gave a dinner in the biggest restaurant that was left in camp. It was a good dinner, some chickens still being found and some wild celery; also good meat, canned salmon for salad, condensed milk for those who wanted it in their coffee. But there was wine, real wine, plenty of wine—wine which had been brought in for prospective millionaires who never millioned. The table was decorated with sage-brush and wildflowers picked from the hills.

After Rawhide Mr. Baker did the *Dolce far niente* in Reno. Reno—well, Reno is a pretty town through which flows the romantic Truckee River, and besides "Jack" Saulsbury, Ray's former partner, lives there. "Jack" has traveled, too. He came to New York and was recommended to the Waldorf-Astoria, but discovered that it wasn't so first-class after all. They don't keep condensed milk there.

A Hand in Politics

Then Mr. Baker tried his hand at politics. He went back to Tonopah to manage the campaign of his brother, who was running for District Attorney. "Cleve" won, and at the age of twenty-six he was the Attorney-General of the State.

When it came to the next fight in Nevada for United States Senator Mr. Baker managed Key Pittman's campaign. He went to Washington with Senator Pittman. George T. Marye, of Nevada, was appointed Ambassador to Russia. Mr. Baker went with him as confidential secretary and assistant. Mr. Baker saw whither the wind was blowing and plunged on "war-babies." Mr. Baker's judgment was profound.

His adventurous spirit found court life in Petrograd dull. He was too democratic to be continually kowtowing to czars and counts and dukes and other pre-revolutionary dignitaries. He wanted to go to the front to see what real war was like and they wouldn't let him. So he went anyhow and went again, despite the opposition of the aforementioned dignitaries. He saw something there the like of which he never saw in the wild and wooly West, and up to then he had imagined the frontier some life.

And now Ray Baker, desert rat, mining man, traveler, society man, good "bad man," political Warwick, court favorite, dabbler in "war-babies," and diplomat, is director of the Mint. And, he's a bachelor, handsome, and still in his thirties, eligible, doesn't drink, and with a bank-roll that would make Croesus turn over in his grave.

PALERMO NUT CROPS

The crop of almonds at Palermo, Italy, has been very small this year, being only about 15,000 bags of 220 pounds.

There are, however, 40,000 bags remaining from last year. In consequence of the short crop prices have remained high, and buyers are paying 335 lire per bag. (At normal exchange the lira is worth 19.3 cents.)

The filbert crop has been abundant this season and is estimated at 150,000 bags of 220 pounds. There is none of the old crop left. The price is 142 lire per bag.

The new pistachio crop is good and there is a considerable quantity of the old crop still remaining in the shell. The price is about 2s. 6d. (60 cents) a pound.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

M. J. Powers, general store, Grand Falls, N.B., business has been taken over by T. Corey.

During the month of December 1,537 barrels of potatoes were shipped from St. John to Cuba.

Ernest Burtt is preparing to open a grocery store in Woodstock, N.B., in the premises formerly occupied by W. B. Belyea.

A meeting of rate-payers was held at Shelbourne, N.S., recently, and voted to grant concessions to the company which proposes to erect and operate a cold storage plant in the town.

The enhanced value of the fisheries, owing to the increased use of fish as an article of diet, was reflected in the annual sale of fishing privileges in St. John harbor at the first of the year when the sales totalled $7,000 greater than last year.

The Booth Fisheries Co., Ltd., one of the largest fisheries companies in the Dominion, has announced an intention to erect a sardine packing plant in West St. John. The factory will cost from $75,000 to $100,000, and will employ upwards of 150 women and 60 men. They expect to have the plant built and equipped in time to take advantage of the 1918 school of herring. Negotiations with the City Council for certain concessions are in progress.

Dr. W. C. Kierstead, representative of the Food Controller for New Brunswick, declares that there is a surplus of two million bushels potatoes in New Brunswick and a large surplus in P. E. Island also. He strongly advises the farmers to market their potatoes without further delay in their own interests, as he looks for a glutted market in spring. The chief objection to a fixed price for potatoes, Dr. Kierstead says, comes from New Brunswick, as the producers here allege that it costs more to produce them in New Brunswick than in other parts of Canada.

Quebec

J. E. Paquet, grocer, Quebec, has sold out.

J. T. Beland, grocer, Quebec, has sold out.

P. Brunet, grocer, Montreal, has sold out.

D. Darabander, grocer, Montreal, is dead.

J. D. Dupuis, grocer, Montreal, has sold his stock.

Edmond Doyon, grocer, Grand Mere, suffered fire loss.

American National Fish Co., Montreal, has been registered.

Euclide Dupuis, grocer, Montreal, has discontinued business.

C. R. Rice, grocer, Montreal, has suffered fire loss, insured.

Jos. O. Gauvreau, grocer, Montreal, has discontinued business.

Canadian Vinegar Company, Montreal, has been damaged by fire, insured.

J. A. Brunet, general store, Ferme Neuve, has been succeeded by M. Therrien.

Sargent & Boright, butter and cheese manufacturers, Mansonville, have dissolved.

A. A. Boucher, wholesale grocer, Joliette, has disposed of retail business but is continuing wholesale as before.

The many friends of W. J. Wilson, who for the past seventeen years has covered a portion of the Province of Quebec and the Maritime Provinces for S. H. Ewing & Sons, wholesale spicers, will sympathize with him in the recent loss by the death of his mother. Mr. Wilson has himself been laid up since last October, and had to undergo an operation in the Royal Victoria Hospital. It will be a month or so more before he is out on the road again.

Ontario

E. Sewell, general store, Meaford, is dead.

S. H. O'Callaghan, grocer, Kars, has sold out.

Producers Dairy, Ltd., Ottawa, has obtained charter.

M. J. McEvoy, general store merchant, Bowesville, is dead.

M. R. Hammond, general store, Kimberley, Ont., is dead.

Wm. Kelly, grocer, Toronto, has discontinued business.

A. B. Warner, of the Warner Co., grocers, Cornwall, is dead.

John McClarty, of McClarty Bros., grocers, Owen Sound, is dead.

Chillot & Ostaff, grocers, Ft. William, have dissolved W. Chillot continues.

J. H. Wileman, grocer, Douglas, has been succeeded by Neville & Enright.

John Karley & Sons, general store, Sydenham, have discontinued business.

Geo. E. Bristol & Co., wholesale grocers, Hamilton, are succeeded by Bristol, Somerville & Co.

The Price & Son Dairy Company, Toronto, has been amalgamated with the City Dairy Co.

The Dominion Match Co., Deseronto, Ont., have started work on the construction of an addition to their factory there.

Frederick E. Robson, manager of the Loblaw Stores, Toronto, has just returned from New York, where he has been studying some phases of the food situation.

Anvern cheese factory, located on the old Hough farm, at Fairfield, Ont., has been burned to the ground. The cause of the fire is unknown. The place was owned by Samuel Walker. The loss will be covered by insurance.

W. Y. Colclough, Toronto, representative in Canada for Wheen's soap and other Old Country lines, sailed on the 10th for England on a business trip. Mr. Colclough will be away from six to eight weeks. Mrs. Colclough accompanied him.

Western Provinces

Thos. Marr, baker, Edmonton, Alta., has been burnt out.

J. J. Cote, general store, Lampman, Sask., has discontinued.

S. Heileg, general store, Westerham, Sask., has discontinued.

Geo. Hahn & Son, general store, Hatton, Sask., have sold out.

N. Lauthier & Sons, bakers, Transcona, Man., have suffered fire loss.

J. H. Grainger & Co., grocers, Winnipeg, have advertised their stock for sale.

M. Lyons, general store, Edmonton, Alta., has suffered loss by fire.

The Alberta Flour Mills, Calgary, Alta., will build a flour mill to cost $1,500,000.

J. A. McKinnon, general store, Expanse, Sask., has sold stock to J. A. Robertson.

M. Blomquist, general store, Kinley, Sask., has been succeeded by Kinley Trading Co.

DeLong & May, general store, Reston, Man., have dissolved, J. DeLong continues the business.

The annual conference of the Sales Managers' Association was held in the Fort Garry Hotel, Winnipeg, W. J. Wilson, president of the association, emphasized the importance of co-operation in overcoming obstacles.

Mr. Harry Beach of the King-Beach Manufacturing Co., Ltd., Mission City, B.C., who has been attending a convention of Mason & Hickey's salesmen in Winnipeg, called at Regina and Calgary last week on his way West.

Harry Weeks, of Plunkett & Savage, Bob Brown, with the Simington Grocery Co., Calgary, and Mr. Hutchinson of the Camrose Grocery Co., all passed through Winnipeg last week on their way to Toronto, having joined the Flying Corps.

C. E. Marquis, a veteran traveller in the employ of the Jobin Marrin Co., Ltd., has gone east with his wife to spend a vacation with his parents at Pickering, Ont. Mr. Marquis, who is a well known traveller in Southern Manitoba, is expected back in a couple of weeks.

Entailing a loss estimated at $250.000, the large terminal elevator of the Northern Elevator Co., in St. Boniface, Man., containing 80.000 bushels of grain, has been completely destroyed by fire. The fire originated under the dryer. Several

workshops and storehouses in connection with the elevator were destroyed.

J. B. HARKER HEAD SALESMAN

J. B. Harker, a salesman for White Swan Spices & Cereals, Ltd., has won the gold medal presented by the firm for the head salesman during the year. Mr. Harker reports that the past year has been a record-breaker for him.

GEO. H. CAMPBELL GOING INTO BUSINESS FOR HIMSELF

George H. Campbell, who has been with the Red Rose Tea Co. for the past 17 years, has, as announced in another column, resigned. After a few weeks' holiday, Mr. Campbell will start in business for himself in a different line of endeavor. As his intimate friends know, Mr. Campbell has had many years' experience in the grocery trade. He entered it as a boy of 14 years. At 17 he had charge of a large business for a lumbering concern in the Maritime Provinces. His experience in the grocery business will undoubtedly stand him in good stead in his new work. He was five years on the road for Red Rose Tea Co., and for the last 12 years has been manager of the Toronto office. The trade generally know to what extent he has made progress in his work in the latter capacity during those 12 years.

CHATHAM GROCERS SELL EIGHT CENT MILK

The establishment of milk depots in grocery stores in many parts of the city of Chatham, by the Mechanics' and Workmen's Board of Trade, has resulted in the price of this commodity being reduced to eight cents per quart in the city and nine cents per quart in the outlying districts. The cost of delivery has been done away with and this has been a big factor in cutting down the cost of milk to the consumer.

NEW MANAGER FOR TORONTO OFFICE RED ROSE TEA

George H. Campbell, who has been manager of the Toronto office for T. H. Estabrooks Co., Ltd., for the past 12 years, has resigned. His successor is L. C. Armstrong who will be going west in the near future from the head office in St. John, N.B. Mr. Armstrong is one of the oldest members of the Red Rose Tea staff. He happened to be in Halifax at the time of the disaster there and was rather seriously injured at the North Street Station. His escape was in a way rather miraculous as a man standing beside him was killed. Mr. Armstrong is recovering from his injuries and will go to Toronto just as soon as he is in a position to do so physically.

GIFT OF COCOA TO HALIFAX SUFFERERS

The Relief Committee at Halifax, N. S., has received a New Year's gift of 2,000 half-pound tins of cocoa from the Cowan Company, Ltd., of Toronto. Mr. R. T. MacIlreth, chairman of the Halifax Relief Committee, accepted the offer as a contribution to a worthy cause. The cocoa will provide 2,000 destitute families with a nourishing addition to the relief subsistence.

A SOB FROM THE U. S.

My Tuesdays are meatless,
My Wednesdays are wheatless,
I am getting more eatless each day;
My home it is heatless,
My bed it is sheetless,
They are all sent to the Y.M.C.A.
The bar-rooms are treatless,
My coffee is sweetless,
Each day I get poorer and wiser;
My stockings are feetless,
My trousers are seatless,
My God, how I do hate the Kaiser!

A LIBERAL GIFT TO STRICKEN HALIFAX

The Quaker Oats Company, Peterborough, Ont., donated 100 cases of Quaker Oats for the sufferers in the Halifax disaster, as well as contributing $6,750 in cash to the Relief Committee.

WANT PROHIBITION OF SLOT MACHINES

The Montreal Board of Control, for the second time within a year, has adopted a resolution asking the Federal authorities to prohibit the importation of slot machines into the Dominion. The Provincial Attorney-General has been asked to prevent the licensing of slot machines in Quebec province.

POTATO GROWERS FORMED INTO BIG ASSOCIATION

A provincial association of potato growers, with one branch in the north producing seed potatoes and the other in older Ontario buying the seed directly and co-operating in disposing of their crops, is the ultimate aim of the Advisory Potato Council of Ontario in the plans now being prepared to supplement the steps taken to introduce "standard" potatoes in Ontario. Arrangements are being made now to hold meetings in all the potato-growing districts of the province during the next three months to lay the potato production plans before the growers and to organize them into local co-operative units. It is hoped that in every centre enough farmers will be found at the outset ready to get together to buy through the Government standard inspected potatoes. These groups, while not definitely organized, will be co-operative in every way, and later on they will, it is expected, become the nucleus of a provincial association.

FOOD VALUE OF THE PEANUT

The peanut is a substantial food, according to the "Confectioner's Gazette," 6 ounces of shelled peanuts being said to possess a food value of 2.3 ounces of round steak, 5 ounces codfish, 1 ounce rice, 4.2 ounces rye bread, 35.5 ounces spinach, 5.6 ounces apples or 6 ounces bacon. The peanut is rich in fat, and also has mineral salts important in the diet, such as phosphorus, line, sulphur, and iron.

CIVIC HONORS IN ONTARIO FOR MANY GROCERS

The Grocery Trade Largely Represented on City, Town and Township Boards

A goodly number of grocers and general storekeepers figure in the lists of civic office-holders just appointed. The appointments to the mayoralty are as follows:—E. B. Reist, Preston, Ont.; A. M. McPhail, Uxbridge, Ont.; H. C. Davis, Dundas, Ont.; Wm. Hogg, Bridgeburg, Ont.

Among the aldermen appear the names of G. B. Drake and J. J. Harding, London, Ont.

The grocery trade is well represented among the reeves of the different townships also: R. L. Nicholson, Lancaster, Ont.; M. J. Casselman, Morrisburg, Ont.; Neil McPhie, Parkhill, Ont.

Among the councillors are: C. S. Ewing and James Russell, Fergus, Ont.; M. J. Baker, Hastings; F. E. Buckingham, Kincardine; J. A. Porter, Lakefield; J. J. Hodgins, Lucan; E. Syer, Milton; C. S. Colquhoun, Morrisburg; D. LaBane, Oakville; W. W. Logan, Wm. Leary, Parkhill; S. R. Gendron, Penetanguishene; F. H. Brown, H. E. Martin, and T. J. McMahon, Port Hope; A. S. Rennie, Tillsonburg; J. W. Speers, Sault Ste. Marie; W. M. Ross, Jos. T. Myers, Bracebridge; H. Willse, J. P. Shepherd, Clinton; A. Raines, Essex.

ONTARIO R.M.A. EXECUTIVE APPOINTS REPRESENTATIVE ON FOOD REGULATION BOARD.

Every province in the Dominion is to be represented on the board to administer the proposed grocery regulations by a committee of three. At a meeting of the Ontario Board held in Toronto on Tuesday of this week the following merchants were appointed to represent Ontario on the committee:—B. G. Crabtree, Ottawa; D. W. Clark, Toronto; George Nairne, Windsor. It was also decided to divide the province into districts, with a secretary in charge of each district, the idea being to relieve the provincial secretary of a good deal of detail work, and to enable him to devote himself to other activities. It was also believed that this system would give the merchants of the Association a better service and would at the same time result in a limiting of expenditures.

The secretary of the Toronto section is J. M. Brayley, and of the Ottawa district, J. C. Campbell.

CODVILLE COMPANY, WINNIPEG, SUFFER LOSS BY FIRE

The Codville Company, Winnipeg, suffered a considerable loss when their premises were visited by fire at an early hour Tuesday morning. The fire started in the spice grinding room, and before it was under control damage estimated at $10,000 had been done. The fire is believed to be due to spontaneous combustion.

STAFF CONFERENCES

CANADIAN MILK PRODUCTS HOLD SALESMEN'S CONFERENCE

Representatives Present From Many Fields

The first annual meeting of the salesmen of Canadian Milk Products, Limited, Toronto, was held Thursday morning, December 27. The president of the company, B. A. Gould, reviewed the history of the milk powder business from its very beginning, giving particular attention to the history of the manufacture of milk powder in Canada which was begun in 1903. S. B. Trainer, secretary and treasurer of the company, gave a brief outline of the development of the selling organization and general sales campaign within the last few years.

B. D. Burford, manager of the Quebec Province branch of the business, brought with him to the head office of the company at 10 William Street, Toronto, his three Quebec Province salesmen, Conrad Dutrizac, Thomas S. Preston, and Arthur Martel. The Ontario salesmen, Walter E. Nolan, Frederick H. Whitcombe, Harry A. Davis and the two Toronto salesmen, Campbell K. Walker and Clarence Withers, also attended the conference.

George B. Levis, sales manager of the company, was not at the conference because of his having enlisted in the air service for the duration of the war. The good wishes of those at the conference were expressed as was also the hope for Mr. Levis's early return to again take charge of the sales organization. During Mr. Levis's absence H. J. Walker, who has recently been covering Western Ontario, has taken up some of the details of the sales department and S. B. Trainer is acting sales manager in Mr. Levis's absence.

On Friday, December 28th, the salesmen were taken to the new milk powder plant at Burford, Ont., where all of the processes and methods of producing milk powder from fresh liquid milk were described in detail.

The following day was taken up with discussing several phases of the business. New angles of the selling end were considered. The advertising campaign was also discussed, and there was a general feeling expressed in favor of the actual demonstration of the company's products in the retail stores.

Western Sales Conference

During the General Conference of the selling organization of W. H. Escott Co., Ltd., Winnipeg, held in Winnipeg during the week of December 24th, the products manufactured by one of their principals, Canadian Milk Products Limited, Toronto and Montreal, were discussed from various angles.

MASON & HICKEY SALES CONVENTION

Salesmen and Principals Meet for Discussion of Trade Problems in Viceregal Suite at Royal Alexandra Hotel, Winnipeg

The annual sales convention of Mason & Hickey salesmen and principals was held last week in the viceregal suite at the Royal Alexandra Hotel, Winnipeg. The managers and salesmen commenced to arrive on Wednesday, but those from the Vancouver house were delayed in the mountains by a storm, arriving in time, however, for the opening session on Thursday morning. Both Mr. Hickey and Mr. Mason were present, together with the staffs from offices in Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, and Vancouver, Among the principals represented were the following: The Creamette Co., Minneapolis (J. T. Williams); King-Beach Mfg. Co., Mission City, B.C. (H. Beach); Crown Broom Works, Vancouver (Jas. Witcomb). Representatives of Procter & Gamble, Ltd., Hamilton, and other firms arrived early this week. All the above spoke at the convention.

J. T. Williams, general manager of the Creamette Co., Minneapolis, attended the convention on Saturday. He was the principal speaker on that day, and dealt with the manufacture of macaroni. Incidentally he told them that the participation of the United States in the war had had the effect of increasing the wheat acreage, and there was no question that they were going to have a wonderful increase in crop this year. Everybody was adopting the "Win-the-war" slogan. They realized that more wheat must be raised, and to that end everybody was co-operating with the Department of Agriculture. It is interesting to note that the Creamette Co. has recently made a shipment of their product to London, England.

Harry Beach, a director of the firm of King-Beach Co., makers of jams and preserved fruits, Mission City, B.C., addressed the salesmen on conditions in the jam business. Speaking to a CANADIAN GROCER representative later, Mr. Beach stated that they had had a very severe storm in the district where his plant is located, and when he left there was not a telegraph pole standing, and the countryside looked something like the picture taken at the front after a battle. There would be considerable damage, he stated, done to small fruits like raspberries, and the trade could expect the price of raspberry jam to be higher this year.

James Witcomb, of the Crown Broom Works. Ltd., Vancouver, addressed the convention on the broom business. This took more or less of a conventional complexion, as both salesmen and manufacturers were looking for information, the former regarding the goods and the latter for information regarding sales.

Mr. Witcomb informed them that there had been a good corn crop, but that there was not enough long corn to work up all the short corn. He also stated that the quality of the corn was poor, owing to an early drought and late rain.

New Goods Department

NEW WINTER DRINK

E. L. Drewry Ltd., Winnipeg, have put a new drink known as "Tiz-Hot" on the market. This is a new winter drink. They state it is prepared from fruits and herbs. It is agreeable to the palate,

and is an every day drink that can be taken in all seasons. They claim that Tiz-Hot improves drinks just as sauce and salt improve food.

HARTLAND, N.B., STORE DESTROYED BY FIRE

T. G. Carr, of Hartland, N.B., general merchant, suffered a loss of $10,000 when his entire stock was destroyed by fire on January 3. He was partially protected by insurance. T. G. Simms' fruit store was burned out at the same time.

FIRE DESTROYS N. B. BISCUIT FACTORY

Hamm Bros., St. John, lost their biscuit and confectionery plant and their temperance drinks plant (the latter operated as the Blue Ribbon Beverage Company) by fire on New Year's evening. Their loss will be between $75,000 and $80,000, and insurance carried was only $17,000. They will commence the work of reconstruction as soon as possible, and expect to complete the work by July.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST in the sugar market during the week centred around a further decline and the increasing of the differentials between the 100-pound bag basis and the smaller bags and cartons. Stocks of granulated sugar are not heavy as yet but demand has been correspondingly light. In some quarters there are fairly heavy stocks of yellow sugar.

In produce and provisions interest was manifested over the fact that margarine continues to be in good sale. There was some doubt at first as to whether or not the consumer would continue to use this commodity after having tried it once. Repeat orders give assurance that the commodity is meeting with favor and that it will continue to do so. Storage creamery butter and dairy butter were in weaker market as a result of the evident popularity of margarine. Storage eggs were in firmer market with advances recorded. Bacon shows a higher tendency in some centres.

Ontario flour has been advanced in price owing to the additional cost of bags. It is expected the matter of an additional tax on wheat will be settled this week by a conference at Ottawa. There was an upward tendency in bulk rolled oats and oatmeal during the week. The British Government is again in the market to purchase rolled oats and this is causing activity with the mills.

Revision in the upward direction on the prices of soaps has now been made quite general. Lines to show increases in price during the week include mustard, bird seed, brooms, tobacco, carbonate of soda, salt, oyster shells, baking powders, ammonia, yeast, lye, caustic soda, marmalade, jams, cotton clothes lines, cream of tartar in packages. Nuts showed an easier tendency in some quarters owing to the desire to clear out existing stocks now that the holiday trade has passed. Trade in grocery lines has opened up well during the first few days of the new year.

QUEBEC MARKETS

MONTREAL, Jan. 8.—The week has been rather quiet in some lines and here and there inventories are being completed. On the other hand, several of the larger wholesale grocery houses report a considerable demand for many lines, and of course the staples are moving well, among these. There have not been a great many changes but these are being made here and there. Among those for the week there are the following:—One sugar refinery has reduced its price from $9 to $8.50 and another from $9 to $8.80. For sugar the demand is about normal, and these reduced prices do not seem to have made an increased enquiry. Laundry soaps have been marked up 60c a box. Self-raising flour has declined ten cents on the 6 lb. size and 5c on the 3 lb. size. Cotton bed cord is much higher. Gem lye is selling at an advance of sixty-five cents a case of 4 doz. tins. In view of the U.S. embargo against export of canned goods the prices of various lines of these may be marked up lightly. Molasses is very firm and spot stocks very small. Live hogs are firm owing to light deliveries. Lard and shortening are also firm. Margarine is meeting with big sale. Oysters are up to $3 at producing points and locally are $2.50.

Sugar Readjustment Affects Various Kinds

Montreal.

SUGAR.—There has been a weakening tendency to prices upon the part of two refineries within the past few days and there are now the three quotations:—Atlantic selling on a basis of $8.90 per 100 lbs. for granulated, St. Lawrence and Canada Sugar Refineries at $8.50, and Dominion Sugar Refineries at $8.80. The latter company and the St. Lawrence both made reductions within the past week, St. Lawrence registering a drop of 50 cents per 100 lbs. and Dominion Sugar Refineries dropped 20 cents to $8.80. There seems to be an ample upply here and jobbers report business as rather quiet, the lower prices not being any factor in stimulating sales. Supplies of raws are coming to hand slowly, some claim, while on the other hand certain refiners have reported that no new raws are available just yet. It is also expressed that there will be little likelihood of a further decline for the present. Refiners state that new raws are not freely procurable as yet on the new price basis.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 50
Canada Sugar Refinery	8 50
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

New Prices Announced For Laundry Soaps

Montreal.

LAUNDRY SOAP.—The advance of 60 cents per box on various lines of laundry soaps is announced by the jobbing trade, and this makes a new high record. This follows the advances that are asked for various fats, and the cost of boxes and labor have undoubtedly been a factor in causing manufacturers to ask the increase. It applies to most of the standard lines carried by the wholesale jobbing houses. The range is now quoted at $6.60 per case to $6.75, according to quantity.

Self-Rising Flour Down Ten Cents Per Dozen

Montreal.

SELF-RAISING FLOUR.—A decline is announced by jobbers in self-raising flour and this is represented in a ten cent lower price per case of one dozen, six pound packages. The former price of $5.20 per dozen for this size is now $5.10 and the 3 pound size is reduced from $2.65 to $2.60.

Cotton Bed Cord Up Forty-Five To 80c Doz.

Montreal.

COTTON BED CORD.—A considerable advance has taken place in the price of cotton bed cord. This runs

from forty-five to eighty cents per dozen and is effective immediately. The 30 foot lengths selling previously at $1.80 are now $2.25; the 40 foot have advanced from $2,25 to $2.80 per dozen; the 50 foot formerly $2.80 are $3.50 and the 60 foot show the big advance of eighty cents per dozen, from $3.40 to $4.20 per dozen lines. This is in accord with the recent advances for cotton products.

Lye For Soap Making Advances Sixty-Five Cents

PACKAGE LYE.—An advance has been made in the price of lye. This applies to Gem brand and the increase is represented by a ten cent raise on the 4 dozen case. The former prices ranged from $4.25 per case to $4.35 and the range has now been raised to $4.90 to $5.00. The range mentioned is essential in the matter of quantities asked for, some wanting broken and small lots, and others taking full cases.

Will Recent Embargo Advance Canned Goods?

Montreal.

CANNED GOODS.—The recently decreased embargo on canned goods as from the United States is still effective and if continued it may probably make some difference to Canadian dealers. Will the prices go higher? "There will likely be slight advances if the embargo continues," said a large dealer to CANADIAN GROCER. "This will depend, of course, on the extent and continuation of the embargo referred to." At present prices are maintained, and there is a fairly good demand at the following quotations:

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 50	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Dried Fruits Quiet; Spot Stocks Limited

Montreal.

DRIED FRUITS.—With the holiday season over trade for certain lines is confined to a limited compass. Thus there is a decreased sale for lines of dried fruits, and while stocks are not as large as usual, it is stated that there is an ample supply to meet needs. Of course the scarcity of raisins and figs is still marked, and dates are almost unobtainable. Of the latter a large shipment is reported as having reached New York. In view of the shortage everywhere it is stated that none of these are likely to reach the Canadian market. The demand for the more staple lines is just about normal, prunes, apricots and dried apples, and cooking figs also, being in favor.

Apricots	....	....
Apples (evaporated)	....	0 23
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	....	2 25
Prunes—		
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	....	0 12½
70-80s	....	0 12
80-90s	....	0 11
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Corn Syrups Selling On Recent New Basis

Montreal.

MOLASSES AND SYRUPS.—On the basis of the new prices announced last week in CANADIAN GROCER, corn syrups continue to sell in fair quantities. There has been no marked change in conditions usually prevailing at this time of the year and trade is just fair. In the matter of corn prices, these are said to be firm. In the Chicago market, for instance, prices are firmly held owing to the short deliveries, and the smaller stocks to hand there have given a strong undertone. In the molasses market there is an active and marked strength, in fact there is more inclination to buy than to sell, jobbers claim. This condition refers, of course, to import stocks. The spot stocks are quite depleted, but some supply of a limited nature, of "Island of Montreal" is reported as being available in the very near future. Prices on molasses are firmly held, these being high, and with firmer undertone than ever.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

	Prices for Fancy, Island of Montreal	Choice,
Barbadoes Molasses—		
Puncheons	0 86	....
Barrels	0 89	....
Half barrels	0 91	....

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case	....	....
Barrels, per 100 lbs.	....	....
Half barrels, per 100 lbs.	....	....

Present Nut Market Quiet And Unchanged

Montreal.

NUTS.—Since December closed there has been a quieting of condition as applying to the nut markets. Supplies have been ample to carry the retailers along for the immediate present and at this writing new business is very small and confined. Of peanuts the supply seems limited and the quality is quite poor. In primary centres there is a firm tone to prices, generally.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts large an small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 20
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	....	0 16
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 57	0 58
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Maple Syrups And Honey Sell In Small Volume

Montreal.

HONEY, MAPLE PRODUCTS.—The same tendency to buy in small lots still characterizes the honey market. There are no great quantities held on spot and the deliveries coming forward are of a light character. Consequently prices are firmly held, with little promise of their being lower. It is likely that stocks in retailers' hands will move out better now and the jobber's supply will be more readily absorbed. In the matter of maple products, it is to be said that trade is just normal. Maple syrup is popular with many and supplies are such as to take care of the present needs. Prices are maintained as follows:—

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½

Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Bean Supplies Better But Market Is Quiet

Montreal.

BEANS.—There is a better supply of beans in dealers' hands now than has been reported for some time. This is probably due to a lesser demand, and retailers having stocked up well have been able to take care of their trade without further replenishing. There is the regular trade, of course, and sales are being made of limited quantites. One large importer states that there are no supplies available as yet, of Ontario grown stock. Some are expected to arrive this week, and the quality will be the only point of additional interest. This has been affected in many parts by the wet weather, and it is yet to be determined what supplies will be like when received.

Beans—		
Canadian, hand-picked	....	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	....	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	....	10 00
Michigan, hand-picked	....	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	....	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Immediate Rice Needs Limited; Price Holds

Montreal.

TAPIOCA, RICE.—There is little business passing aside from the routine amount of a sorting nature. Stocks seem to be ample to meet present needs. Grocers and provision men handling this line have been buying as wanted in many instances and there is the usual request for odd lots when other lines are ordered. The primary situation continues to be firm, but even there conditions are quiet.

Tapioca is selling in limited amounts at maintained prices.

Carolina	10 00	11 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	....	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 80
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Initial Tea Orders For 1918 Encouraging

Montreal.

TEA.—While it cannot be claimed that there is a large volume of trade, it is nevertheless satisfactory for this early part of the season. Stocks seem to be reasonably good, and this will be a satisfaction, because of the great uncertainty of deliveries from now on. Covering last year's business, one large importer reports that collections are good, in fact that they are fully satisfactory. Some boats are being taken off Pacific routes and this will only serve to accentuate the present shortage of freight space. At import points there small trading, but the same is characterized by a strong undertone. Prices remain as quoted herewith.

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Local Coffee is Firm; Primary Tendency Higher

Montreal.

COFFEE.—Jobbers seem to be securing what they consider a round number of orders for coffee, that is, for this season of the year. The local prices are maintained and stocks are fairly good. In the primary centres there has been a decided upward tendency. This is traceable to liberal trading which has been in evidence, sales being very frequent to ready bidders. This upward tendency has characterized both the spot as well as the future markets and with this condition obtaining it is likely that a firm undertone will continue here while the outside firmness is maintained.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Good Spice Enquiry For Present Delivery

Montreal.

SPICES.—While the movement of spices is rather limited, it is notable that orders for sorting are coming well to hand. These indicate that dealers are carrying in rather limited lots, and they are replenishing their shelves more frequently. Spot stocks here are reasonably good, but it seems that in the United States points these are lighter than is usual for this time of the year. To make comparisons with other seasons is impossible, for never have such conditions confronted importers. The import difficulties and a likelihood of their continuance will give dealers as well as importers some anxious thoughts. Prices are as follows.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 70	0 80
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 60
Peppers, black	0 35	0 38
Peppers, white	0 40	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Oranges Up Again; Cabbage Also Higher

Montreal.

FRUITS AND VEGETABLES.—Somewhat quieter conditions have marked the fruit and vegetable market for the past week. The holiday demand was good and it is presumed that many have ample stock to tide them over for a few days or even a couple of weeks. There have been few changes in the prices of fruits. California oranges are higher. There is a scarcity of these and the extremely cold weather has also served to hold shipments back. Locally the price has advanced and Sunkist variety 1's are quoted at $7 a crate. Montreal cabbage is higher by 50c per bbl. and cauliflower is down 25c. California celery is firm in price. Lettuce holds firmly at $1.75 for the 2 doz. crate, plain, and $2.25 per crate for the curly. Horseradish is up 5c per lb.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia (lates)	5 00	5 75
Oranges, Porto Ricos	3 75	4 25
Oranges, California	5 75	7 00
Grape fruit	3 50	5 00
Lemons (fancy new Messina)	6 00	7 00
Grape fruit (fancy Jamaicas)	....	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	8 00	8 50
McIntosh Red	....	8 00
Ben Davis	....	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Pears (eating)	2 50	4 00
Cauliflower (California), crate	2 50	2 75
Cabbage, Montreal, per bbl.	....	2 25
Cabbage, Montreal, doz.	....	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, crates, 7 doz. (Ontario)	....	5 00
Celery, California	6 50	7 00
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 50
Spanish onions, half cases	....	2 25
Spanish onions, large crate	5 00	5 50
Potatoes (sweet), per hamper	2 50	4 50
Carrots, bag	0 90	1 00
Beets, bag	....	1 00
Parsnips	....	1 25
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	....	1 75
Lettuce, curly (4 doz.), box	....	2 25
Tomatoes, pound	....	0 30
Horse radish, per lb.	....	0 30
Beans, wax, bag, U.S.	....	7 00
Beans, green, bag, U.S.	....	7 00
Leeks, per doz.	2 50	3 00
Parsley, doz.	....	0 50
Parsley, Bermuda, doz.	....	0 70
Mint, doz. (American)	....	0 40
Watercress, doz.	....	1 25
Watercress (Canadian)	....	0 50
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 15
Sprouts, Brussels, American, qt.	0 21	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb	....	0 25
Dried thyme, dried savory, dried marjojram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 50	2 75

Peppers, per bkt.	....	1 25
Holly, doz.	....	2 00
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	....	20 00
Cranberries (new), small size, per bundle	....	1 50

Demand Still Great For All Flour Products

Montreal.

FLOUR AND FEEDS.—Now that the temporary embargo on all grain shipments is lifted, millers have been enabled to resume their operations again and overtake to some extent the orders that have been accumulating. It would seem, after a general survey of the conditions, that there is every reason to expect a continuation of the short supply situation as affecting both flour and feeds. This is undoubtedly the case while one of the largest milling concerns in Canada told CANADIAN GROCER that their travellers were off the road and that he understood other milling houses had called their men in. Orders are filed for attention, and in some cases these are far behind. Strong demand continues for feeds and prices are firm. The new law relative to the 20 pound minimum sack of flour has served to accentuate the present demand for this size. Western farmers are fighting hard against the proposed increase in freight rates. Oats are in strong position with prices somewhat higher.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	11 60	11 80
Second patents	11 10	11 30
Strong bakers	10 90	11 10
Winter Wheat Flour—		
Fancy patents	11 25	....
90%, in wood	10 50	10 75
90%, in bags	5 20	5 30
Bran, per ton	35 00	....
Shorts	40 00	....
Special middlings	50 00	51 00
Feed flour	61 00	75 00
Feed oats, per bushel	1 00	1 02

Rolled Oats Very Firm; Cereals Selling Well

Montreal.

CEREALS.—A good normal demand characterizes the situation on all cereals and for some lines there is a better demand than for others. Rolled oats are in a continued strong position and some have marked quotations upward slightly. This is due to the stronger tendency for oats and the better grades are becoming very much scarcer. Cornmeal and barley as well as the special lines of flour in the following list are maintained at prices quoted, with sales about normal.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	5 75
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 75	6 00
Oatmeal, granulated, 98 lbs.	5 75	6 00
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 15	5 50
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

Fine Salt Advances Both In Bag And Barrel

FINE SALT.—There is a recorded advance in the price of fine salt. This affects all lines as contained in the sacks and in barrels, and it is explained by the higher prices obtaining for containers. Changes apply to the Canadian product and these are some of the new prices: 200 lb. bags have been increased from $1.95 to $2.10; 50 lb. sacks, 60c to 65c. The small sacks, put up in barrels are advanced as follows:—Barrels containing 120-2½ lb. bags, from $4.70 to $5.60; barrels with 100-3 lb. bags from $4.60 to $5.50 and those containing 60-5 lb. bags are advanced from $4.35 to $5.05.

ONTARIO MARKETS

TORONTO, Jan. 9.—The week has been notable in the number of price movements that have taken place in this market. There has been a general upward movement on the part of all soap prices, following the announcement of higher prices by some manufacturers last week. Lines in which advances have been made include bird seed, mustard, brooms, carbonate of soda, salt, plug tobacco, oyster shells, yeast, lye, baking powder, soda, custard powder, ammonia, cotton clothes lines. Sugar has declined in price. There is a very promising condition for business at the opening of the new year. One concern reports that their trade has opened so well that they have been deluged with orders. This was partly attributable to a new selling arrangement with their sales staff. Stock-taking is now completed and wholesalers are again in their stride for the new year's business.

Other Refiners Down; Differentials Increased

Toronto.

SUGAR.—The St. Lawrence Sugar Refining Company announced a decline of 50c per hundred during the week. This now makes the basis for Canada Sugar Refining Company and above company the same. Differentials on certain packages of sugar have been increased. In 20-lb. bags there has been an increase of 5c, which makes the advance over 100-lb. bags 20c. In 10-lb. gunnies the advance is 30c over 100-lb. bags, which is an increase of 10c. In 2-lb. and 5-lb. cartons the differential has been increased 10c per 100, making them now 40c over 100-lb. bags. The advance has been occasioned through the higher cost of packages. There are fairly heavy stocks of yellow sugar in some quarters, which is being sold on the basis of $8.14 per hundred. Canadian refiners have been securing stocks of new-crop raws through the International Sugar Committee, as purchases were announced on Thursday of last week of 1,700 tons of San Domingo sugars and 6,000 bags of Perus, both on the basis of 4.79c per pound on cost, insurance and freight basis. These sugars were still afloat at the time of purchase. With the arrival of these stocks the Canadian situation should be improved greatly. There is a decidedly easier tone to the market, as will be seen through the recent declines. H. A. Himeley, the Federal Sugar Refining Company's correspondent in Cuba, states the reports concerning the yield of sugar are very conflicting. Some factories have a good yield, while other factories not far distant have very poor ones. There are now 77 centrals grinding on the Island. Two factors are operating to hold up the free shipment of raw sugar into the Eastern United States, namely, the shortage of tonnage, which in turn has been caused largely through the light supplies of bunker coal. The second factor is delays incident to failure of prompt ratification of import licenses.

Atlantic extra granulated	9 04
St. Lawrence, extra granulated	9 14
Acadia Sugar Refinery, extra granulated.	....
Can. Sugar Refinery, extra granulated	8 64
Do., No. 1 yellow	8 24
Dom. Sugar Refinery, extra granulated	9 14
Yellow, No. 1	8 74
Special icing, barrel	9 34
Powdered, barrels	9 24
Paris lumps, barrels	9 84
Assorted tea cubes, boxes	9 84

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Soaps Make General Movement Upward

Toronto.

SOAPS, SOAP POWDER, AND AMMONIA.—Following the advance announced last week in these columns there has been a general movement to higher levels on all laundry soap prices. Borax and Surprise soap chips have been advanced 25c per case, and are now quoted at $2.50. Tip-top soap chips are quoted at $6.25, while Dingman's soap chips 40's are quoted at $3 per box. Handy ammonia in new style packing, 72 small to case, are now quoted at $2.85 per case, while the 36/10c size has been reduced to $2.70 per case. Star ammonia, 72/5c size, is now quoted at $2.85, while in five-case lots the price is $2.70 per case. Following are the prices on the various lines of soaps for quantities:

	1 case	5 cases	10 cases
Sunlight, Surprise, Comfort, Gold, Taylor's Borax	$ 6 75	$ 6 70	$ 6 60
Lifebuoy	6 15	6 10	6 00
Electric	6 15	6 10	6 00
Puritan	3 75	3 75	3 75
1899	3 75	....	....
Challenge	4 60	4 55	4 50
Ivory, 6-oz.	6 00	5 95	5 90
Ivory, 10-oz.	10 40	10 35	10 30
Lenox	5 80	5 75	5 70
P. & G. White Naphtha.	6 60	6 55	6 50

Mustard, Bird Seed, Brooms, Shell Higher

Toronto.

MUSTARD, BIRD GRAVEL, BROOMS, SHELLS.—An advance of 6c per pound has been registered in the price of Keen's mustard, which now makes the price of

4-oz. size 74c per pound; 8-oz., 71c per pound; 16-oz., 70c per pound; 4-lb. jars at $1.75. Brock's bird gravel has been advanced in price, so that the 10c line is now quoted at 90c per dozen, while the 5c line is selling at 45c. Brooms are in very strong market, an advance of 50c per dozen having been recorded during the week. For the 20-lb. 4-string the price is now $8 per dozen; 23-lb. 5-string, $8.50 dozen; 25-lb. 5-string, $9 dozen. At time of writing there is a strong situation in Jello, which indicates that an advance is highly probable. This line is now quoted at 90c per dozen, but in all probability will advance to at least $1. Oyster shells have been advanced to $1 per bag. Carbonate of soda has been advanced to 5c per pound, which now makes the selling price in kegs $4.25.

Salt And Plug Tobacco Advances

Toronto.

SALT, TOBACCO.—Substantial increases have been registered in the price of salt in barrels, bags and packages. Following are prices which now prevail: Barrels—120/2½s, country $5.75, city $6; 60/5's, country $5.10, city $5.35; 48/7's, country $5, city $5.25; 15/20's, country $4.50, city $4.75; barrels, 280 lbs. fine, country $2.25, city $2.50. Bags—50 lbs. coarse, country 65c, city 70c; 50-lb. fine, country 55c, city 60c; 50-lb. dairy, country 85c, city 90c; 200-lb. ice cream, country $1.50, city $1.60. Packages of Regal salt, 24/10c size, is quoted at $1.80 per box, while packages of Purity, 24/10c size, are quoted at $1.80 per box. Higher prices have been recorded on T. & B. plug tobacco as follows: 10c plug, large cads, 204 plugs, $8.50 per 100 plugs, or $17.34 per cad; 10c plug, small cads, 72 plugs, $8.60 per 100, or $6.19 per cad; 20c plug, large size cad, 102 plugs, $17 per 100, or $17.34 per cad; 20c plug, small size cads, 54 plugs, $17.20 per 100, or $9.29 per cad; 30c plug, large size cads, 68 plugs, $25.50 per 100, or $17.34 per cad; 30c plug, small size cads, 46 plugs, $5.80 per 100, or $11.87 per cad.

Baking Powder, Soda, Custard Powder Higher

Toronto.

BAKING POWDER, SODA, YEAST, LYE.—A general advance has been recorded in the price of baking powder, and the following are the prices prevailing on the various brands: Magic—60/2 oz., 75c dozen; 48/4 oz., $1.15 dozen; 48/6 oz., $1.60 dozen; 48/8 oz., $2.15 dozen; 48/12 oz., $2.65 dozen; 24/12 oz., $2.70; 48/16 oz., $3.40 dozen; 24/16 oz., $3.45 dozen; 2½-lb. tins, $8.30 dozen; 5-lb. tins, $15.10 per dozen. Assorted cases of 24/6 oz., 12/12 oz., 12/16 oz., $9.20 per case. Caustic soda in cases of 20/5-lb. tins is quoted at 15c per pound. Magic soda, 100/10 oz. packages, is quoted at $4.35 per case in single cases, and $4.25 in five-case lots. Royal Baking Powder—48/2 oz., 95c dozen; 48/4 oz., $1.65 dozen; 36/6 oz., $2.45 dozen; 24/12 oz., $4.65 dozen. Cleveland Baking Powder—48/2 oz., 90c dozen; 48/4 oz., $1.65 dozen; 36/6 oz., $2.45 dozen; 24/12 oz., $4.65 dozen. Dr. Price Baking Powder—36/6 oz., $2.45 dozen; 24/12 oz., $4.65 dozen. Harry Horne's custard powder has been advanced and in cases of 72/5 oz. tins is quoted at $1.20 per dozen and 24/15 oz. tins at $3 per dozen. Royal yeast is now quoted at $1.50 per box. Gillett's lye in single cases is quoted at $5.45 and in three-case lots at $5.35 per case.

Corn Syrup Holds At Recent Decline

Toronto.

MOLASSES, SYRUP.—The market for corn syrup holds steady at the decline recorded last week. With the advent of the new corn the manufacturers have been disposed to lower the price. Molasses as yet shows no signs of weakening from its strong position. Demand for these commodities is reported fair at this season of the year.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
Molasses—		
Fancy Barbadoes, barrels	0 90	0 92
Choice Barbadoes, barrels	0 80	0 82
West India, ½ bbls., gal.	0 55	0 58
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 25
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	5 65
Tins, 2-lb., baking grade, case 2 doz.	....	3 00
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Marmalades And Jams Show Higher Range

Toronto.

CANNED GOODS. — Smith's jams have been advanced in price, and raspberry, 24/16 oz., are now quoted at $3.30 per dozen; black currant, 24/16 oz., at $3.30 per dozen; strawberry, 24/16 oz., at $3.40 per dozen. Pure orange marmalade is also among the lines of canned goods to advance, 12-oz. now being quoted at $2.25 per dozen, 16-oz. at $2.85 per dozen, 22-oz. at $3.65 per dozen, 4-lb. tins at 74c, and 30-lb. pails at 17c per pound. American canned tomatoes, 2½-lb. size, have reached the market and are quoted at $2.65 per dozen. There is very little activity in the market for canned goods at the present time. Some California canned fruit is expected to reach the market in the near future.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	3 85	4 25
Sockeye, ½s, doz.	2 25	2 35
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	....	1 85
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 75	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 80	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 80	2 25
Peas, early June	1 87½	2 02½
Beans, golden wax, doz.	1 75	1 90
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 35	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., peach, 16 oz.	2 35	2 85
Do., plum, 16 oz.	2 35	2 85
Do., raspberry, 4-lb. tin	0 77	0 83
Do., black currant, 4-lb. tin	0 74	0 77
Do., strawberry, 4-lb. tins	0 80	0 83
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Package Dates Are In Easier Market

Toronto.

DRIED FRUIT.—Dried fruit brokers report that shipments of dried fruit during the closing weeks of the old year were much better than they had been for some time previous. One broker states that his concern has received about 85 per cent. of fruit scheduled for delivery up to this time. He considered his concern was perhaps more fortunate in this respect than some others. Raisins are now in better supply. The fact that consumption was restricted somewhat through light supplies at the beginning of the season may mean that heavier supplies will be available in the spring months. If consumption does not take place in its natural time, that consumption is largely lost, as there is only so much used in a given period. An easier condition prevails in the market for Excelsior package dates; a decline of 20c per case has been registered in the primary market at New York during the week. Supplies of Dromedary dates are light, but shipments are expected to reach the local market within ten days, as steamer has arrived in New York carrying supplies. Confirmation has been received that the S.S. Ionia was sunk by torpedo on December 13. This steamer had on board a considerable shipment of Greek currants. Large sizes of prunes are very scarce. The United States Government has commandeered all 50-60's and 60-70's, and it is rumored that there is likely to be further commandeering of sizes 70-80's and 80-90's for the British Government. The only sizes available if this takes place will be the small sizes, 90-100's. Any available stocks of dried fruit are moving fairly freely at the present time.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	....	0 16¾
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	....	0 30
Candied Peels, American—		

Lemon	0 28	0 35
Orange	0 30	0 37
Citron	0 35	0 45
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 26	0 28
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 95
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	....
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16½	0 17
50-60s, per lb., 25's, faced	....	0 14½
60-70s, per lb., 25's, faced	0 13	0 14
70-80s, per lb., 25's, faced	0 12¾	0 13¼
80-90s, per lb., 25's, unfaced	0 12	0 12¼
90-100s, per lb., 25's, faced	0 10½	0 11¾
Peaches—		
Standard, 25-lb. box	....	0 15¾
Choice, 25-lb. boxes	0 16½	0 18
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14½	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	....	0 12½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 14½	0 15½

Some Indians And Ceylons Easier

Toronto.

TEAS.—In one quarter there was a disposition to quote slightly lower on pekoes of India and Ceylon teas, the range being from 38c to 46c for good medium grades. There is a fairly good movement of teas, but there is no heavy buying, the movement being of a hand-to-mouth nature. Stocks of Java teas are still fairly heavy, and this is having a slightly depressing effect on the market.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 36	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Still Firm; New Brand Cocoa In

Toronto.

COFFEE.—As an indication of the firmness in the primary coffee market during the past three weeks there has been an advance of 1c per pound in the market for spot Rio and Santos coffees. This is the most pronounced price movement that has taken place in coffee for some time, and has been due in large measure to buying by interested operators. Report has not yet been received of the extent of damage to the Guatemala coffee crop through the earthquake in that country. In the local market there was no change in prices. Demand is reported as increasing. Cocoa prices held unchanged during the week. One of the new lines that is now being introduced to the trade is Everready Dandee brand, which contains everything in readiness except application of hot water. In 4-oz. tins prices quoted are $1.25 per dozen and in 8-oz. tins $2.25 per dozen. These lines are designed to sell at 15c and 25c to the consuming trade.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 16	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Spices Are Holding In Steady Market

Toronto.

SPICES.—Conditions in the spice market are holding steady so far as the local market is concerned. The new year has opened with every prospect of good trade. Owing to the ocean transportation situation there is still the prospect that some lines may be greatly restricted. Cream of tartar is still a scarce commodity, and is quoted higher in price at 79c to 80c per pound. Package cream of tartar has also been advanced in some instances, 4-oz. size being quoted up to $2.60 per dozen, while 8-oz. size is quoted up to $5.05 per dozen. Half-pound cans, screw cover, are quoted at $5.60 per doz.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 50
Mace	0 90	1 10
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, black	0 35	0 38
Peppers, white	0 38	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	....
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	2 40	2 60
8-oz. tins, doz.	4 75	5 05
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Almonds, Walnuts And Filberts Are Lower

Toronto.

NUTS.—There was an easier feeling in the nut market during the week. Following the holiday period, when the heaviest consuming season is over, some wholesalers were disposed to make concessions in order to clear out their remaining stocks. Tarragona almonds were quoted down 1c at 20c; Manchurian walnuts were down 4c at 20c per pound; filberts were down 3c at 16c; while Brazil nuts were down 1½c at 12c per pound. New crop shelled almonds were easier, being quoted down 2c per pound at 42c to 44c per pound. New crop Corne walnuts have arrived and are quoted at 27c per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 17	0 27
Peanuts, roasted, lb.	0 17	0 18
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Rice Market Shows No Easier Condition

Toronto.

RICE, TAPIOCA.—There is no sign of any easier condition in the Southern United States rice market, as farmers are still holding for their full price and intimate that they may ask more for spring sales. In the United States market there has been a slowing up of trade in rice owing to the high prices that prevail. Dealers in the local market report a slightly improved demand for the commodity, although it is not heavy as yet. Prices hold unchanged. Eastern rices also hold in strong position, due in large measure to the excessive freight rates. An advance of 20c per hundred was announced by the mills on Siam rice during the week, but wholesalers have not moved their prices upward in conformity as yet. Recent losses by flood in Siam account for the firmer tendency. Keen Chinese buyers of rice are disposed to make fairly heavy purchases at the present time.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.	....	0 12½
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 00	9 00
Japans, fancy, per 100 lbs.	10 00	11 00
Japans, second, per 100 lbs.	9 50	10 00
Chinese XX, per 100 lbs.	8 00	9 00
Tapioca, per lb.	0 14	0 15

Lima Beans Easier In Primary Market

Toronto.

BEANS.—There is an easier undertone to the local market for lima beans, as a decline was registered in the primary market during the week of 75c per hundred. There are now better stocks of lima available owing to recent arrivals from the coast. Quotations are made on the basis of 17c to 17½c per pound. Rangoon beans are moving somewhat slowly. Ontario are still very scarce.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	....
Can. white kidney beans, bush.	....	....
Indians, per bush.	5 75	6 60
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 17	0 17½

Package Oats May Hold Steady In Price

Toronto.

PACKAGE GOODS.—There is every prospect that some of the mills will not advance the price of package oats in the near future. One of the large producers intimates that with oats at 80c to 85c per bushel at Fort William there should

be an advance in the package goods. They express the opinion that they do not know whether oats are likely to remain in that position long and so hesitate to disturb prices if there is likely to be a break in the market. Mills are only filling such orders as they have taken, and will supply the trade with sufficient to meet their actual running requirements. Other lines of package goods held unchanged.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	4 80	5 00
Rolled oats, round, regular 18s, case	....	1 75
Rolled oats, square, 20s	4 80	5 00
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Honey In Jars Shows Firm Tendency

Toronto.

HONEY.—There is very little honey available at the present time. Some 12-oz. jars that were available were quoted as high as $3 per dozen. Maple syrup is also in light supply, but the season for the new crop is rapidly approaching now that the new year has been entered.

Honey—		
Clover, 5 and 10-lb. tins	0 21	0 23
60-lb. tins	0 20	0 21
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	1 45	1 50
Do., 10-oz., doz.	2 00	2 10
Do., 12-oz., doz.	2 75	3 00
Do., 16-oz.	....	3 50
Maple Syrup—		
No. 1, gallon tins, 6 to case	....	12 60
No. 2, half gal. tins, 12 to case	....	14 20
No. 3, quart tins, 24 to case	....	15 55
No. 3, quart bottles, 12 to case	....	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Lemons Are Easier; Oranges Very Firm

Toronto.

FRUIT.—There was an easier market for lemons during the week, and prices were quoted down as low as $5 per case for Messinas. There are now fairly good supplies in the local market. Oranges, on the other hand, are scarce, with indications that prices for future deliveries on this market will be even higher. King barrel apples were easier by 50c per barrel during the week. Starks in barrels, on the other hand, showed a firmer tendency. Grapefruit is plentiful, and shows an easier condition, prices being down 25c per case on certain sizes. Large sizes of oranges are not in demand, and sales have been made at a sacrifice on these sizes. Emperor grapes are now off the market and their place is being taken by Malaga grapes from Spain, which are quoted from $7 to $9 per keg.

Apples—		
Boxes, Spitzenberg	2 65	3 00
Jonathan, box	2 50	2 75
McIntosh Red, box	....	2 60
Rome Beauty, box	....	2 75
Black Bens, box	....	2 75
Ontario—		
Baldwins, No. 1, bbl.	6 00	7 00
Greenings, No. 1, bbl.	6 00	7 00
Kings, No. 1, bbl.	....	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	5 00	6 00
Do., No. 2	4 50	5 00
Starks, No. 1, bbl.	....	6 00
Do., No. 2	5 00	5 50
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Winter varieties, straight, No. 3	....	5 00
N.S. Blenheim, No. 1	....	5 50
Do., No. 2	....	5 00
Bananas, yellow, bunch	3 00	3 50
Cranberries, late Howe's	18 00	20 00
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 75
Do., 64s, 96s, case	....	4 00
Do., 80s	....	4 00
Florida, 36s, 46s, case	4 25	4 50
Do., 54s, 64s, 80s, 96s	4 50	5 00
Gray grapefruit, case	....	4 00
Oranges—		
California Navels—		
80, 96s, 100s, case	4 25	5 00
126s, case	4 75	5 00
150s, 176s, 200s, 216s	5 50	7 00
Mexican oranges, 126s to 250s.	3 25	3 50
Florida Oranges—		
96s, 126s, case	4 50	5 00
150s, 176s, 200s, 216s	6 00	6 50
Tangerines, half box	3 25	4 00
Navels, 96s to 126s	4 50	5 00
Lemons, Cal., case	....	7 00
Do., Messinas, box	5 00	6 00
Pears, Cal., box	....	4 25
Pineapples, Porto Rican, cs. 30-36s	....	6 00
Pomegranates, per box	3 50	3 75
Emperor grapes, keg	5 00	5 50
Malaga grapes, keg	7 00	9 00

Meeting To Decide On Tax

Toronto.

FLOUR.—It is understood that a meeting is to be held in Ottawa on Wednesday of this week to go into the matter of an additional tax on the price of wheat for carrying charges. Reports seem to indicate that a tax of 3½c per bushel is contemplated in addition to that already charged. Should this be placed on wheat there is every possibility that an increase in the price of flour will be allowed by the Food Controller. At least millers anticipate that such permission to increase prices will be granted. Ontario flour, first patents, advanced 15c to 25c per barrel during the week, largely on account of the extra cost entailed through bags. Range of prices on first grade Ontario in carload lots is now $10.60. There is a good demand for flour. Prices of Manitoba flour held unchanged.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	$11.50	$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	10.60	$10.80
Second patents	10.30	10.50

Demand For Millfeeds Continues To Be Heavy

Toronto.

MILL FEEDS.—Mills report a continued heavy demand for mill feeds. Some concerns with Western connections are beginning to fear that the railroad situation may restrict their deliveries of feed. The embargo on one line, mentioned last week, has been raised, and this has given a measure of encouragement. But there is always the expectation present that other embargoes may follow. Prices held unchanged at the fixed quotations.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Rolled Oats Go To Still Higher Levels

Toronto.

CEREALS.—There was another movement toward higher levels for rolled oats and oatmeal during the week on the part of the mills. Quotations are made on the basis of $5.25 to $5.35 in five-bag lots. Wholesalers in some instances advanced their price of single bag lots to $6, but in one instance at least quotations were still made by wholesalers on the basis of $4.80 in single bag lots. There was a strong situation in pot and pearl barley, with prices ranging from $8 to $8.25 in single bag lots. Pot barley was quoted from $5.75 to $6.25 per bag. Through a misunderstanding the price of cornmeal was given in our report last week as making a considerable advance, which resulted in a higher quotation than the market warranted. Cornmeal is quoted this week at $6.25 per bag in five-bag lots, and in single bag lots at $6.50 to $6.75 per bag.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6.50-	$ 7.00	$ 8.00-	$ 8.50
Barley, pot, 98s	5.10-	5.20	5.75-	6.25
Cornmeal, yellow, 98s.	6.25-	6.35	6.50-	6.75
Corn flour, 98s	7.25-	7.35	....-	....
Farina, 98s	5.75-	6.00	6.25-	6.50
Graham flour, 98s	5.40-	....	5.50-	6.00
Hominy grits, 98s	7.35-	7.45	....-	....
Hominy, pearl, 98s	7.35-	7.45	....-	....
Rolled oats, 90s	5.25-	5.35	4.80-	6.00
Oatmeal, 98s	5.75-	5.85	5.40-	6.60
Rolled wheat, 100-lb. bbl.	5.50-	6.00	6.00-	6.25
Wheatlets, 98s	5.75-	6.00	6.25-	6.50
Peas, yellow, split	9.50-	10.00	10.50-	11.00
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Jan. 9.—Jobbers report business has been very good since opening up of the new year. The first of 1918 saw several advances in the price of grocery lines, and some important declines. Among the latter was a drop of 1c in starches and a decline in corn syrup, both of which have been expected for some time. Among the important advances was one of 40c per case in the price of Old Dutch Cleanser.

Packers are reporting a very firm market on block fish being sent in from St. John, N.B. They state that orders are being placed subject to price on date of shipment. Retailers can expect higher quotations on vinegar, which has been advanced lately on account of the high price of alcohol.

Sugar Declines Again; Demand Falls Off

Winnipeg.

SUGAR.—The price of sugar took another decline of 30c per cwt. on the last day of the year. This was promptly put

into effect by the St. Lawrence and Redpath refineries, but at time of writing other refineries had not announced this decline. The basis on which sugar is being sold to-day is $9.25 for standard granulated. Of late the demand from the retail stores has fallen off and there does not seem to be the same anxiety to buy that there was a few weeks ago. Probably the retailer is waiting for a further decline. Icing sugar, which was scarce around Christmas, is plentiful now, but the heavy selling season is over.

A number of refiners are not quoting on this market at all. St. Lawrence put into effect a total decline of 50c at once, as they did not decline when the first reduction took place. The opinion was expressed by a member of the trade here that these quick declines were hard on the jobbers, as there had been so much delay in making shipments on account of bad weather. Sugar coming in to-day has been in transit three weeks. The jobber has to sell this high-priced sugar at the lower quotation. Of course, the rule works the other way too, but of late it has not been in favor of the jobber.

Price Down On Corn And Cane Syrups

Winnipeg.

SYRUPS.—A decline has gone into effect on all corn products. This was expected owing to the fact that the corn crop was a big one, but it has taken some time to be put into effect, as the new corn was not available, and the trade all feel that the price of corn products will go even lower. Cornmeal is selling lower, too, but there is difficulty getting this in owing to the United States license law, which hinders lines of American manufacture from coming in freely unless they have necessary permit to cross the border.

The decline in corn syrup, which applies to both Edwardsburg and Beehive, is as follows:—28c on 2's and 5's, 16c on 10's, 17c on 20's, 30c per case on sealers. The new prices are:—2's, $5; 5's, $5.40; 10's and 20's, $5.25; $4.68 on sealers.

There was also a reduction on bulk syrup. A decline has also gone into effect on Rogers' golden syrup, amounting to 40c on 2's, 50c on 10's, 20's, and 5's; nothing on sealers. The new quotations are:—2's, $4.85; 5's, $5.65; 10's, $5.25, and 20's, $5.10.

There is no doubt at all that the decline in sugar has had a bearing on this, but the fact that corn syrup has declined would probably be the most serious factor.

NEW ORLEANS MOLASSES.

24 by 2 lb. tins	$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 30
6 by 10 lb. tins	3 70

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 00
5-lb. tins, 1 doz. case, per case	5 40
10-lb. tins, ½ doz. case, per case	5 25
20-lb. tins, ¼ doz. case, per case	5 25
Barbadoes Molasses—	
In half barrels, per gal.	85-95
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	50-52

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Greek Currants Lost; Large Prunes Firm

Winnipeg.

DRIED FRUITS.—A steamer carrying Greek currants was sunk last week off the Azores, which will mean that New York will not get Greek currants. However, the demand is not very heavy, and this market has been almost entirely supplied with Australian currants. Prunes are firmer, particularly the larger sizes.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.		0 09¾
80-90s, 25-lb. boxes, per lb.		0 09¾
50-60s, 25-lb. boxes, per lb.		0 11¾
Apples—		
Choice, 50-lb. boxes, lb.	....	0 22
Pears, choice, 10-lb. bxs., faced, box	....	1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box	....	2 48
Peaches—		
Choice, 25-lb. boxes	....	0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian	....	0 21
56-lb. boxes, lb.	....	0 24
Dates—		
Hallowee, 68-lb. boxes	....	0 20
Fards, box, 12 lbs.	....	2 30
Raisins, California—		
16 oz. fancy, seeded	....	0 11⅞
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09¼
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 11
3 crown, loose, 50's	....	0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	....	0 10½
3 crown, loose, 10-lb. boxes	....	0 11
Figs—		
Mediterranean, 33-lb. mats	....	0 08¼
Peel—		
Candied lemon, boxes, lb.	....	0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes	....	0 28½

Coffee Market Firm; Shipments Delayed

Winnipeg.

COFFEE.—Jobbers state that the market is stronger, and some of the trade have fears of a shortage in the spring owing to difficulty securing boat space. Offerings this week were for shipments on sailing vessels, which doubles the length of time taken for shipment.

Green Coffee—		
Rio, New York grading No. 5, per lb.		0 14¾
Rio, New York grading No. 7, per lb.		0 14
Santos, fine old crop, per lb.		0 18
Bourbon, per lb.		0 20
Maracaibo, per lb.		0 22
Mexican, per lb.		0 22½
Bogota A, per lb.		0 25
Bogota B, per lb.		0 22½
Costa Rica, per lb.		0 28

Salmon Easy in U.S. But Is Firm Here

Winnipeg.

CANNED SALMON.—There is every indication of a decline in the salmon market in the United States, but there is nothing like that as regards the Canadian market, which is holding up very firm.

New Schedule Of Prices On Fish

Winnipeg.

FISH AND POULTRY.—A new schedule of prices has gone into effect on a number of lines, and the following are some of the new prices being quoted: lake trout, whitefish, pickerel, box lots 10¾c, smaller lots 11c. Jackfish and tulibees, box lots, 7½c, mullets 5c, perch 10½c. New prices have gone into effect on finnan haddie as follows:—30-lb. boxes, 17c, 15-lb. boxes 17½c. Flounders are bringing 9c, and B.C. smelts 17c. Goldeyes are very scarce, and are not quoted; there is difficulty securing them on account of labor troubles. The poultry business is very quiet.

Pickerel, box lots	....	0 10¾
Whitefish, box lots	....	0 10¾
Haddock, frozen	....	0 10
Salmon, frozen	....	0 23
Halibut, frozen	....	0 20
Cod, frozen	....	0 12
Kippers, boxes	....	2 00
Bloaters, boxes	....	2 00
Lake trout, box lots	....	0 10¾
Mackerel, frozen	....	0 15
Finnan haddie, 30-lb. boxes	....	0 17
Finnan haddie, 15-lb. boxes	....	0 17½
Salt herrings, new, ½ bbl.	....	7 25
Salt herrings, 20-lb. pails	....	1 85
Smelts, Pacific Coast	....	0 17
Brook trout, frozen	0 35	....
Sea herring	....	0 07½
Flounders	....	0 09
Jackfish, box lots	....	0 07½
Tulibees, box lots	....	0 07½
Mullets	....	0 05
Perch	....	0 10½
Poultry—		
Roasting chickens, lb.	....	0 22
Fowl, lb.	....	0 19
Domestic ducks	....	0 24
Turkeys	0 28	0 30

Oranges Up To $6-$7; Cuban Tomatoes In

Winnipeg.

FRUIT AND VEGETABLES.—Despite the fact that despatches in the newspapers indicate no possibility of a potato shortage, dealers here do not think there is any chance of a decline unless the Government fixes a minimum price. Cuban tomatoes are coming in by express at $10 per 6 basket crate. There is a heavier demand. Other tomatoes are off the market. New sweet potatoes are selling at 7c per lb. Oranges have jumped to $6 to $7, but are scarce at that figure. Green peppers are not quoted. Bananas are still high at 7c.

Cabbage, lb.	....	0 04
Cauliflower, Cal., doz.	....	2 25
Celery, Cal., crate 100 lbs.	....	7 00
Potatoes, new	1 25	1 50
Potatoes, sweet, hamper	....	5 50
Carrots, cwt.	....	2 50
Turnips, cwt.	....	1 50
Head lettuce, Boston, doz.	....	2 00
Head lettuce, Cal., doz.	....	1 00
Tomatoes, Cuban, 6-bkt. crate	....	7 00
Tomatoes, Florida, 6-bkt. crate	....	9 00
Onions, Valencias, large case	6 50	7 00
Onions, yellow and red, cwt.	....	3 50
Parsley, imported, doz.	....	1 00
Parsnips, bag	....	4 00
Fruits—		
Apples, Nova Scotia, bbl.	....	6 25
Apples, Wash. Jonathans, box	....	2 25
Apples, McIntosh Reds, B.C., box	....	2 80
Apples, Spies	2 50	2 75
Apples, Wagners	....	2 25
Oranges	6 00	7 00
Pomegranates, case	....	5 00
Lemons	....	9 50
Bananas, lb.	....	0 07
Pears, D'Anjou, crate	....	4 25
Pears, Winternellis	....	3 25
Grapefruit, Florida, case	....	5 00

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 9.—Sugar has dropped 20 cents to $9.55 a hundred, this has affected trade little as it is not enough to affect price to consumer. Flour stands firm at last quotations but oatmeal has advanced. Wholesalers are seeking permission to raise price of flour. A car of margarine arrived this week but has had no effect on butter market. Lard and shortenings have both advanced. Pure lard is selling at 27½c and shortening, 26½c. The report that recent floods have damaged potatoes in pits has not had any effect on the price of potatoes. Smaller size oranges have gone up to $6 a box. Large oranges 80 and 100 a box are a drug even at $4.75.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 55
Flour, first patents, Manitoba, per bbl., in car lots	....	11 30
Rice, Siam, No. 1, per ton	....	135 00
Do., Siam, No. 2	....	110 00
Beans, Japanese, per lb	....	0 16
Beans, B.C., white	....	0 18
Potatoes, per ton	28 00	36 00
Lard, pure, in 400-lb. tierces, lb.	....	0 27½
Butter, fresh made creamery, lb.	....	0 48
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Cheese, new, large, per lb	....	0 25
Oranges, bo x	4 75	6 00
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 9.—Lard three's showed an advance this week going to $16.80. Bacon sides have advanced 2c and hams ½c. Storage eggs show an advance of 70c a case to $13.70. Royal yeast is up 10c, Gillet's lye 60c. Magic baking powder has advanced 25c a dozen on the 12 ounce size with proportionate advances in other sizes. Cornmeal ten's advanced to $7.25. Quaker oats advanced 10c a case, Baker's cocoa, 2c a pound. Maple syrup, Dr. Price's baking powder, Jello, Goblin soap, and various lines of cigars also show advances. Roger's syrups two's is down 40c a case, other sizes, 50c. Campbell's soap is 60c a case lower.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, No. 1 patents, 98s, per bbl.	....	11 00
Molasses, extra fancy, gal.	....	0 95
Rolled oats, 80s	....	4 35
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	....	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 30
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	16 80
Eggs, No. 1 storage, case	....	13 70
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 75	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 15½
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 50
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case	....	15 00
Do., halves	....	....
Potatoes, per ton	....	40 00
Navel oranges, case	....	6 25

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 9.—Margarine is at last for sale on the local market, and is in very fair demand. The best grades are selling at 35c a pound. Lima beans have advanced to 22c a pound. Rolled oats are slightly easier selling at $4.25. There has been no change in sugar but there is a very marked change in the price of breakfast bacon that is now selling at 41 to 42c a pound. Apples in gallon tins also show a little stronger feeling being quoted from $2.90 to $3.50. Potato flour has advanced 3c. Canned goods have been in quiet market. In miscellaneous lines cotton twine has advanced 4c a pound, Jello is up 10c. Regina soap products have advanced about 45c a case, all Gilletts' lines show advances. John McNee's cigars have advanced 50c to a $1. Black Cat and Craven cigarettes and cigarette papers have also advanced.

REGINA—

Beans, small white Japan, bu.	....	6 75
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 25
Rice, Siam, cwt.	....	8 40
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 99
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery, lb.	....	0 43
Lard, pure, 3s, per case	....	16 90
Bacon, smoked sides, lb.	....	0 32
Bacon, smoked backs, lb.	....	0 30
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 2.
Potatoes, per bush.	....	1 25

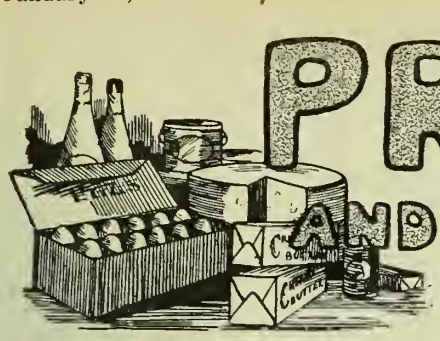
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

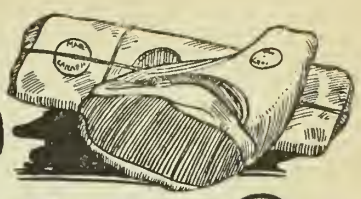
St. John, N.B., Jan. 9.—The market at this point continues very quiet, with comparatively few changes. New-laid eggs have been very scarce, and as a result they have shown an advance to 65c, while case eggs are only slightly firmer at 44c to 46c. Granulated cornmeal advanced half a dollar to $14.50. Margarine is on the market and is selling 33c to 35c a pound wholesale. Compound lard has advanced to 25¾c to 26c. The market is now supplied with a full line of canned salmon; Reds, $15.50; Cohoes, $13; Pinks, $11; Chums, $8.50. The sugar situation is materially improved with freer deliveries. It is expected that by the 15th inst. that normal conditions will prevail.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 80	0 83
Rolled oats, bbl.	....	11 50
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white	....	9 50
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	9 15	9 20
No. 1 yellow	8 65	8 70
Paris lumps	10 50	10 75
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case		0 46
Breakfast bacon	0 34	0 36
Butter, creamery, per lb.	0 42	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 33	0 35
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 25¾	0 26
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case	....	5 40
Peaches, 2s, Ontario, case	....	[illegible]
Corn, 2s, standard case	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	4 00	4 50
Strawberries, 2s, Ont., case	5 00	5 25
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 75	0 76
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon	0 32	0 33
Apples, N.S., bbl.	2 50	5 50
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal. Messina, case	9 00	10 00
Oranges, California, case	6 00	7 50
Grapefruit, case	5 00	6 00



PRODUCE AND PROVISIONS



Provision and Butcher Departments

Double the Activities of the Store at Little Extra Expense—A Useful Lever For Getting Trade—Some Experiences of a Merchant Who Has Successfully Adopted This Combination.

IT is possible to run a grocery and meat business in conjunction, to have one department always pulling for the other, and as a result to build up two substantial businesses, at little less than it would cost to maintain one. This has been the experience of L. Krivel, 786 Corydon Ave., Winnipeg, who has demonstrated the truth of that contention by the actual experience of his own business.

"I have known people" continued Mr. Krivel, "come in who did not know we had two departments; they would come in time and time again, and not use them both. A woman trading in our grocery department would notice when leaving the store that there was a butcher store next door, but the time came when she would be tempted to go through the entrance from one department to the other. The first thing she knew she was picking up something in the other department, and ordering it to be sent to her home. Then it would not be long before she switched, realizing that it was better for her to get both her groceries and her meat at the one store.

"I have known people deal here in our butcher department without buying anything in our grocery department. When such people called up to order steak on the phone, it was quite an easy thing to say: "Will you want any groceries today?" It would suddenly occur to her that we had a grocery department as well, and remembering at the moment what she required say a can of soup, would place the order there and then. Thus gradually we got these people to use both departments.

"I have a case in mind of a woman who was sending all her grocery business to another part of the city. She had moved into this section, and started buying meats in our store, although continuing to trade with her own grocer. I often asked her why she did not save time by using our grocery department as well, to which she replied that she had traded with the other firm for twelve years, and did not care to make a change. However, there were times she ran short, and would order groceries together with meats, and it was not long before we were getting all her business, both for meat and groceries, amounting to $150 per month."

Mr. Krivel gave a very interesting example of how the butcher department assists them in the grocery department: "Every woman who comes into this store for stewing beef required a vegetable;

The interior of the L. Krivet Grocery and Meat Store, Coryden Avenue, Winnipeg, showing the meat department in the distance, with a glimpse of the office that serves both departments.

in fact a woman coming in for any kind of meat will want a vegetable to go with it, either a canned vegetable or fresh vegetable. Women are accustomed to buy their vegetables at a meat market more than at the grocery store, and when a woman knows that we have a meat market in connection with the store she is more likely to place her business in vegetables with us; as there is a bigger margin in vegetables than in any other line handled by us, this means quite a lot of extra business. The vegetables are put up on the grocery side and in this way the time of the butcher is saved. It does not take so long to put up groceries as it does for the butcher to cut meat, and for that reason there is a saving of time.

"I will go so far as to say that even though meats do not pay a profit in themselves, it is profitable to handle them because they result in a much larger turnover in the grocery department. As a matter of fact our meat department pays us well, but even if it did not, the cost of our meat department is so small that it would pay us to run it without a profit for the above reason."

Mr. Krivel was asked to give one or two facts and figures to show that the cost of operating the butcher department was not heavy when the two were operated together. He said:—"It pays better to run them both together than individually. The same bookkeeper, the same delivery, and the same telephone will do for both departments. My delivery has no more to do than it did before I opened the butcher department. We have two telephones, and I know that other grocers in this district also require two telephones. If we were running the meat department by itself we would require two men; running it with the grocery department we need only one extra man, and he is assisted by the telephone girl who saves his time answering the telephone, and in other ways. She is also the bookkeeper, who makes the cash for both departments as well as answering the phone.

"The chief extra cost of this department, and about the only extra cost, is the salary of the butcher. To be successful, a grocer must employ a good butcher to run the meat department. There is also the rent to consider as an extra, but in my case this could have been saved if I had operated the butcher department in the grocery store. As our store is a very large one, this could easily have been done, and the extra rent saved. I am not sure whether having the two departments in separate stores is more successful or not; it certainly gives us more window display space.

"The cost of running the extra meat department being so small, comparatively speaking, we do not keep separate costs, but run the two together as though it were one store."

Mr. Krivel handles fish the whole year round. He finds no difficulty, especially as in the city there are two deliveries a day, and the fish can always be kept fresh, even without ice.

INCREASE USE OF FISH IN CANADA

A new campaign to increase the use of frozen fish in Canada has been started by the Food Controller through the fish committee. The new campaign is part of the general plan to increase consumption of fish in order to release beef, bacon and other meats for export.

One member of the fish committee states that decreased prices of fish, brought about by an abundant supply, should result in an increased demand for fish. The present method of freezing fish shortly after they are caught, prevents deterioration and the fish is delivered in the best condition. This practice is expected to do away with the general prejudice which consumers have toward frozen fish when they do not understand the proper method of handling it.

Canadian fishing interests will be furthered as result of a joint conference to be held between Canadian and United States representatives. Outstanding fishery questions will be dealt with and the conference will be held in Washington. The question of privileges to fishing vessels of either country in ports of the other, and also such questions as the restoration and adequate protection of the Fraser River salmon fisheries and the protection of the halibut industry on the Pacific Coast, will be dealt with.

The Canadian representatives will be Chief Justice Hazen, ex-Minister of the Naval Department; G. J. Desbarats, Deputy Minister of the Department. and W. A. Found, Superintendent of Fisheries. The United States representatives will be Hon. Wm. Cox Redfield, Secretary of Commerce; Edwin F. Sweet, Assistant Secretary of Commerce, and Hugh M. Smith. United States Commissioner of Fisheries.

FROZEN FISH SHOULD BE IN DEMAND

A Healthful and Inexpensive Way of Handling Fish, Freezing Does Not Impair Their Quality.

With the campaign to popularize the eating of fish, and so to conserve other less perishable foods, there has grown up a largely increased demand that has taxed Canada's ability to supply. Not that there is any actual scarcity of fish, but rather that owing to the comparative disregard of this food product during past years the fisheries have not been developed to their capacity. Then too the sources of supply are so far from some of the largest centres of consumption that there is some difficulty in getting the product to these markets. One of the most satisfactory ways of meeting some of these difficulties is in the use of frozen fish. They are more readily handled, and can be transported long distances at less cost, and with a vastly greater safety than can fish in their fresh state.

At the present time, there is a strong prejudice on the part of the public against frozen fish, but this is an antipathy which can be dissipated by education and a steady pushing of the product.

A similar prejudice existed in Great Britain with regard to frozen beef and mutton from the Argentine, Australia and New Zealand, but steady work on the part of the great meat firms who handled it has succeeded in overcoming the popular aversion, and frozen beef and mutton have become staples in the Old Country.

This seems natural, as fish placed in the freezer as soon as landed and kept frozen until thawed out by the housewife is protected from bacteriological deterioration during transit from freezer to market.

As those in the trade are well aware, certain fish will stand freezing better than others. In some species, the tissues break with the frost, but careful study will suggest a remedy. In the meantime, it will be worth while to build up a trade in those fish which stand up well with freezing.

Halibut, salmon, mackerel, haddock, herring and smelts, besides various fresh water species, freeze well and will keep indefinitely, provided they are not allowed to thaw out.

The most important factors in the frozen fish trade are in keeping the fish frozen from freezer to housewife, and the proper thawing out of the product by the latter. Frozen fish has been spoiled by improper thawing, which must not be done by the application of heat, but only by immersion in cold water.

PRODUCE, PROVISION AND FISH MARKETS

(Continued from page 49.)

No. 1 candled ..	0 40	0 42
Select	0 45	0 47
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2...	....	0 44
Dairy, prints	....	0 40
Dairy, tubs	0 38	0 39
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 27

Dealers Cautious When Buying Margarine

Winnipeg.

MARGARINE.—The sale of margarine did not open up with any big rush. Jobbers report that this new line is moving slowly, dealers being cautious. It is stated that there is a prejudice against it by the consuming public, and it will take some time to wear this down, but there is no doubt that it will find its market.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

STORAGE eggs gave evidence of greater firmness during the week by reason of the advance recorded in price. Stocks are getting fairly well cleaned up and dealers may have to depend on the United States market for supplies to a greater extent from this time forward. At the present there are very few eggs coming from the United States as prices are on a higher level in that quarter than in the Canadian markets. Production of new-laid eggs shows some signs of increasing.

There was a weaker tone in the market for storage butter in solids, which is caused through the arrival of fairly good supplies of margarine. Evidences are not lacking that margarine is meeting with favor from the consumer as repeat orders have come to dealers and activity in this commodity is quite marked. Some dealers have not yet received their shipments of margarine from the United States. Shortening is in firm market, with prospects for getting supplies of cottonseed oil slightly improved. Pure lard was in steady market with demand of a hand-to-mouth nature.

There was a firmer tendency in bacon products and in barrel pork. Live hogs were also in stronger market. Poultry receipts are light, arrivals being mostly confined to spring chickens. New smelts have arrived. There is a good demand for all fish products.

Live Hogs $19.50, Dressed Are Firm

Montreal.

PROVISIONS.—There has been a marked firming of the live hog market This is due to poor delivery through weather conditions being unusually severe, and the condition seems to be a very general one. Live hogs are selling as high as $19.50 per 100 lbs. and in sympathy with the higher quotations for the live dressed have firmed in price and are selling as high as $27.25 per 100 lbs. Hams and bacon are held unchanged. The quality of live hogs received is somewhat better.

Hogs, dressed—		
60-90 lbs.	27 00	27 25
Over 90 lbs.	24 50	25 00
Hogs, live	19 25	19 50
Hams—		
Medium, per lb.	0 30	0 31
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	0 41	0 42
Bacon—		
Breakfast, per lb.	0 38	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 42	0 44
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Lard Supplies Ample; Prices Firmly Held

Montreal.

LARD.—With the holiday business over, there is now a lull in the demand for lard. Stocks here are reported as being very satisfactory, and fully ample to meet the demand. In fact it is probable that if stocks can be maintained, there may be an easing of the prices ere long. But for the week there is a firmer tendency, and prices being asked by the jobbers here are as follows:—

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 28½	0 29½
Tubs, 60 lbs.	0 28¾	0 29½
Pails	0 29	0 30
Bricks, 1 lb., per lb.	0 29¾	0 31
Compound, prints	....	0 26
French, pure	....	0 31

Shortening Receipts Are Light and Delayed

Montreal.

SHORTENING.—Some anxiety is expressed upon the part of shortening manfacturers regarding the supplies of cottonseed oil that they have anticipated receiving for some weeks past. These supplies, in some cases, are on the way, but are held back by the railway congestion. Prices are firmly maintained, with the sales fairly good.

Shortening—		
Tierces, 400 lbs., per lb.	0 24½	0 25½
Tubs, 50 lbs.	0 24¾	0 25¼
Pails, 20 lbs., per lb.	0 23¾	0 25
Bricks, 1 lb., per lb.	0 25½	0 26¾

Storage Poultry Now Expected to Sell

Montreal.

POULTRY.—There is a likelihood of storage poultry figuring more largely in sales than during the holiday season. Stocks of the storage product are stated as being normal, or even less than they were a year ago at this time. There is a good demand for live poultry, but this is not shipped as frequently as would be the case were the weather better. It is really very risky to send forward shipments while the severely cold weather lasts. A fair demand for chickens, turkeys and ducks is reported.

Poultry—		Dressed
Old fowls	0 23	0 25
Chickens, crate fattened	0 28	0 30
Roasting chickens	0 26	0 28
Young ducks	0 27	0 28
Turkeys (old toms), lb.	0 29	0 34
Turkeys (young)	....	0 35
Geese	0 23	0 24

Greater Scarcity of Fresh Eggs Than Usual

Montreal.

EGGS.—"There is a greater scarcity of fresh eggs than is usual at this time of the year," said a large jobber to CANADIAN GROCER this week. "In fact I cannot understand why it is the case." This pretty fully covers the situation with regard to supply of the new-laid varieties. In the absence of these, the sale for storage stock has improved and business is good. Here and there in the country, there seems to be fairly good quantities of the storage variety and dealers are securing the supplies they require. It is stated there will be an ample supply for the January demand. Jobbers are watching the Chicago market with interest, as it always has a considerable bearing on the local conditions.

Eggs—		
New-laid (specials)	0 65	0 70
Selects	0 45	0 47
No. 1's	0 42	0 44
No. 2's	0 40	0 41
Fall eggs	....	0 54

Light Cheese Receipts; Sales Are Just Fair

Montreal.

CHEESE.—The delivery of cheese has become of limited volume, and particularly so during the past week. Jobbers state that much of what is coming is poor in quality. Sales, while not large, are sufficient to make an appreciable difference in spot stocks when added to the larger amounts sent forward on account of the contracts taken previously by the cheese commission. It is almost to be wondered at that there is not now a better demand for cheese, in view of its decided food value. Some seem to regard this as a secondary matter, and in fact look upon cheese as somewhat of a luxury without which they can manage very well. Its use among the soldiers has become very wide. Prices are as follows:

Cheese—		
Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Repeat Margarine Orders; Future Seems Assured

Montreal.

MARGARINE.—There seems to be a feeling in every quarter that margarine has secured an already considerable favor among users. Repeat business, which is a definite criterion, is in evidence and last week the sales of the product were larger than they have been to date. One jobber told CANADIAN GROCER that he thought it possible that some would soon be using margarine for cooking purposes in the place of lard and shortening, notwithstanding that the latter are less expensive. The pric-

es are firmly held and a good business is reported by the jobbers.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32½
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Creamery Butter Firm; Poorer Grades Weaker

Montreal.

BUTTER.—Notwithstanding the large sale obtaining for margarine jobbers state that there is a big sale just now for creamery brands. This, it is stated, is up to the usual mark for this season of the year. The great scarcity in England will probably mean some supplies going forward from here if the shipping can be secured. It is stated that the Canadian product would be welcomed there, and that it would meet as ready sale as the United States product. Prices are maintained on the creamery products, while on the inferior grades there has been a weakening tendency.

Butter—		
Creamery prints, storage	0 46	0 46½
Creamery solids, storage	0 46	0 46½
Creamery prints (fresh made)	0 44	0 44½
Creamery solids (fresh made)	0 43½	0 44
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	0 35	0 39
Bakers', in tubs	0 32	0 38

Severe Weather Stops Supply of Fresh Oysters

Montreal.

FISH.—There have been fewer changes in the fish prices of the week than usual. Trade is very satisfactory, as applying to the first week in January, and stocks are fairly well maintained. Cold weather has interfered with the movement of some kinds of fish and in a few instances the supply has been growing less in the absence of prompt deliveries. The oyster trade has been demoralized to an extent for the past two weeks, brought about through the severity of the weather at fishing points, the bays being frozen over. In some places holes have been cut in the ice and operations conducted through this means, but it is stated that the trade here will suffer for oysters for the next two weeks. The prices are higher and have advanced to $3 per gallon. Local quotations on ordinary oysters are made at $2.50 per gallon.

SMOKED FISH.		
Haddies	0 14	0 15
Haddies, fillet	0 17	0 18
Smoked herrings (med.), per box	....	0 20
Bloaters, per box 60/100	....	1 50
Kippers, per box 40/50	....	2 40
SALTED AND PICKLED FISH		
Herring (Labrador), per bbl.		$12 50
Salmon (Labrador), per bbl.		23 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.		18 00
Green Cod, No. 1, per bbl.	15 00	16 00
Green Cod (large bbl.)	16 00	17 00
Mackerel, No. 1, per bbl.		22 00
Codfish (Skinless), 100-lb. box		12 00
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box		2 25
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 45
Prawns, lb.		0 30
Shrimps, lb.		0 28
Scallops		4 00
FRESH FROZEN SEA FISH.		
Halibut	21	22
Haddock, lb.	07½	8
Mackerel	0 12½	13
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 25	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10½	0 11
Perch	....	0 13
Whitefish, lb.	0 15	0 16
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 15	0 16
Smelts, No. 1	....	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	....	2 50
Malpeque oysters, choice, bbl.	....	11 00
Malpeque oysters (med.) bbl.	....	10 00
Cape Cod shell oysters, bbl.	....	11 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 08	0 09
Steak Cod	0 09½	0 10
Market Cod	0 07	0 08
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 18	0 20
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	....	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 15	0 16
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 15

Back Bacon And Barrel Pork Up

Toronto.

PROVISIONS.—There was a firmer trend to the market for plain backs of bacon during the week and prices were up ½c to 2c per pound. Boneless backs of bacon also showed a firmer trend in some quarters by ½c per pound. Breakfast bacon was in firmer market and was quoted 1c per pound higher in some quarters, the range being from 36c to 40c per pound. Long clear bacon showed a firmer tendency and was quoted ½c to 1½c per pound higher. Barrel pork showed an upward tendency from the lower levels of $2 in the case of mess pork and $2 in short cut backs. Live hogs were in firmer market and were quoted up 50c over the prices prevailing last week. Demand for meats at the present time is fairly active.

Hams—		
Medium	0 31	0 33
Large, per lb.	0 26½	0 29
Backs—		
Plain	0 39	0 44
Boneless, per lb.	0 42	0 48
Bacon—		
Breakfast, per lb.	0 36	0 40
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 39
Dry Salt Meats—		
Long, clear bacon, lb.	0 28½	0 29
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 41	0 43½
Hams, roast, per lb.	....	0 44
Shoulders, roast, per lb.	....	0 38
Barrel Pork—		
Mess pork, 200 lbs.	....	55 00
Short cut backs, bbl., 200 lbs.	59 00	60 00
Pickled rolls, bbl., 200 lbs.	51 00	55 00
Hogs—		
Dressed, abattoir killed	24 00	27 00
Live, off cars	....	18 75
Live, fed and watered	....	18 50
Live, f.o.b.	....	17 75

Repeat Orders Show Margarine Is Gaining

Toronto.

MARGARINE.—There is now evidence at hand that the interest in margarine is likely to be genuine and lasting, as some of the commission houses report they have had a heavy business, part of which is repeat orders. This indicates that the consumer has come to the fount, has tasted, liked the product and returned for more. The attraction from the consumer's standpoint is the very material difference in price between that commodity and butter. A saving of 12c to 15c per pound is effected between the best grades of creamery butter and the best grades of margarine. There will always be the demand for the best grade of creamery butter and in this respect will probably work out toward a higher standard for butter. Dairy butter will in all probability be eliminated entirely on account of the uncertainty of the quality. Some of the commission houses have not yet been able to secure their shipments from the United States and are waiting anxiously for their arrival. Apparently permits have not yet been issued by the United States Government in some instances.

Margarine—		
1-lb. prints, No. 1	$0 32	$....
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Anticipate Release of Cottonseed Oil

Toronto.

SHORTENING. — Manufacturers of shortening who have been handicapped within recent weeks owing to the holding up of shipments of cottonseed oil by the United States Government are hopeful that supplies will reach this market in the near future. Assurance has been given that heavier stocks are likely to be released by the United States Government during the present week. It will take in the neighborhood of a week to ten days before these supplies can be prepared for the market. Some of the manufacturers were fortunate in getting supplies of cottonseed oil forward at a time when others were shut off. Prices were firmly maintained.

Shortening, tierces, 400 lbs., lb. 0 24½ 0 25¼
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Demand Is Now Hand to Mouth

Toronto.

LARD.—Following the holiday demand for lard there has been less buying pressure, the demand being mostly of a hand to mouth nature to take care of immediate requirements. Prices were maintained during the week. Receipts of hogs for the past two or three weeks have been lighter and this is affecting the supply. Stocks of lard are not accumulating as there is sufficient demand to keep the stocks fairly light.

Lard—
Lard, pure tierces, 400 lbs., lb. 0 28½ 0 29
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Fresh Butter Firm: Storage Butter Weaker

Toronto.

BUTTER.—There was a firm tone to the market for fresh-made creamery butter but storage creamery solids were in weaker tone and declined 1c per pound. There is a good local demand for the best grade of butter but margarine is having a depressing effect on the secondary grades of butter. Some people prefer margarine of first grade to butter of second grade. For the really first-class butter commission men are of the opinion that even higher prices will prevail as there will always be a certain class of trade that will prefer the real butter. Dairy butter was also in weaker tone, induced through the increasing popularity of margarine. Had margarine been admitted to the Canadian market early last summer before the commission men started to place butter in storage there would probably be considerably lower prices for butter at the present time. As it is they have to try and realize on the butter which was taken in at high prices.

Creamery prints, fresh made	....	0 50
Creamery solids, fresh made	....	0 48
Creamery prints, storage	0 46	0 47
Creamery solids, storage	0 44	0 45
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 33	0 35

Storage Eggs Up 1c *to* 2c *per Dozen*

Toronto.

EGGS.—There was a firm market for storage eggs during the week and both selects and No. 1's advanced 1c to 2c per dozen. Selects are now quoted at 49c to 50c per dozen while No. 1's are quoted at 46c to 47c. Stocks of storage eggs in the local market are getting pretty well cleaned up. The United States market is firm and at such a price that they have not been coming into this market during the week. There is a good demand for eggs locally. New-laid eggs are coming in in larger volume at the present, although the supply is not plentiful as yet by any means. Prices range from 65c to 70c per dozen on this grade.

Eggs—		
New-laids, in cartons	0 65	0 70
Storage selects, ex-cartons	0 49	0 50
Storage, No. 1, ex-cartons	0 46	0 47

Movement of Cheese Heavy During Month

Toronto.

CHEESE.—There has been a fairly heavy movement of cheese into export channels during the month of December, statistics showing that from the port of Montreal the stocks were reduced by 67,656 boxes. There is still on hand in store 87,302 boxes of cheese ready for shipment, which is an increase of 22,518 boxes compared with a year ago. Prices maintained their even steadiness during the week, commission men showing a disposition to give up looking for higher prices from the Cheese Purchasing Commission.

Cheese—		
New, large	0 22½	0 23½
Old, large	0 23	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Moving Slow Paying Prices Higher

Toronto.

POULTRY.—There was very little activity in poultry during the week, receipts being very light in this district. Very few geese, turkeys and ducks are arriving, receipts being confined mostly to a few spring chickens. Commission men advanced their paying prices in some quarters, ducks being up 2c for best quality, roosters were also up 2c to 3c per pound. Hens were advanced 2c per pound, but paying prices on chickens held unchanged. Prices to the retail trade were advanced 3c per pound on hens, while chickens of milk-fed variety were quoted from 28c to 35c per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 14-$0 20	$0 16-$0 28
Geese	0 16- 0 18	0 22- 0 23
Turkeys	0 22- 0 27	0 32- 0 33
Roosters	0 13- 0 16	0 17- 0 20
Hens, over 5 lbs.	0 22- 0 24	0 22- 0 25
Hens, under 5 lbs.	0 13- 0 16	....- ....
Chickens, 4 lbs. and up	0 19- 0 20	0 23- 0 25
Chickens, under 4 lbs.	....- 0 17	0 21- 0 22
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		
Hens	0 13-0 25	0 20-0 30
Ducks	0 18-0 22	0 22-0 30
Chickens	0 16-0 18	0 23-0 28
Do., milkfed	....-....	0 28-0 35
Turkeys	0 22-0 27	0 30-0 38
Geese	0 17-0 19	0 23-0 27

New Smelts Now In: Winter Fish Scarce

Toronto.

FISH, OYSTERS.—New smelts reached the market during the week and were quoted at 20c to 22c per pound for Extras, 15c to 16c per pound for No. 1's and 9c to 10c per pound for No. 2's. Winter caught fish in haddock and cod were scarce as storms on the Eastern coast are interfering with the operations of the fishermen. Dealers are expecting arrival of pickerel, pike, gold eyes and whitefish from the lakes of Western Canada in the near future. Shipments of this class of fish are now on the way and are expected to arrive in the near future. There is a firm market for pickled herring in barrels. Pike was again on the market during the week and was quoted at 9c in case lots for round winter caught and 9½c in less than case lots. Headless and dressed winter caught pike in case lots are quoted at 10c per pound and in broken lots at 10½c. Salmon snacks reached the market during the week to help out in the smoked fish and in 10 lb. boxes were quoted at 22c per pound. Pan frozen Lake Erie herring were slightly firmer in price. There is an excellent demand for all kinds of fish at the present time, which indicates that consumers are taking to fish as a steady diet. Oysters were in steady demand.

SMOKED FISH.

Haddies, per lb., new cured	....	0 14
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 16	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 00
Digby herring, skinless, 10-lb.	....	2 25
Salmon snacks, 10-lb. boxes, lb.	....	0 22

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	....	4 50
Strip cod, lb.	....	0 12
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs.	....	2 50
Labrador salt herring, barrels	10 50	10 75
Do., half barrels	5 25	5 50
Herring, pickled, keg 100 lbs.	5 00	6 00
FRESH FROZEN SEA FISH		
Halibut, frozen	0 20	0 21
Salmon, Qualla, lb.	....	0 13
Do., red spring	....	0 23
Do., Cohoe	....	0 20
Do., White, spring	0 14	0 14½
Haddock, fancy, lb.	0 08	0 10
Herrings, frozen	0 05	0 06
Steak, cod, fancy, lb.	0 09	0 12
Haddock, heads on, lb.	0 08	0 10
Cod, market, heads on, lb.	0 08	0 10
Mackerel, frozen, lb.	0 09	0 13
Flounders, frozen	0 08	0 10
Smelts, extras, lb.	0 20	0 22
Do., No. 1, lb.	0 15	0 16
Do., No. 2, lb.	0 09	0 10
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	0 05
Herring, Lake Erie, pan frozen	0 07½	0 08
Pike, lb.	0 09	0 10½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	....	0 06
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	12 00	15 00
Shell oysters, bbl.	....	10 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Provision Prices Up; Hogs May Decline

Winnipeg.

PRODUCE AND PROVISIONS.—Hog receipts were fairly liberal towards the latter part of last week, the mild weather being responsible. The market continues steady, price of hogs standing at $17.75. Packers are looking for fairly good deliveries for the balance of January, with a slightly lower market. A number of advances have gone into effect on provisions. Breakfast bacon is up to 36-37c, select breakfast bacon 40-41c. Long clear bacon is up to 29c. Light hams are 33c, and medium are 31c. There is no change in pure or compound lard. There is difficulty in securing cottonseed oil for the manufacture of the latter, and it all depends on whether the American Government will allow it to come in whether the market will advance here or not. Eggs—The undertone of this market is better and it is expected that the market will remain firm. Butter—There has been active trading on creamery butter on Eastern account. Dairy butter is unchanged and still weak.

Hams—		
Light, lb.	....	0 33
Medium, per lb.	....	0 31
Heavy, per lb.	....	0 29
Bacon—		
Breakfast, per lb.	0 36	0 37
Breakfast, select, lb.	0 40	0 41
Backs, regular	....	0 42
Backs, select	....	0 45
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 32	....
Barrelled Pork—		
Mess pork, bbl.	....	48 00
Lard, Pure—		
Tierces	....	0 27
20s	....	5 80
Cases, 5s	....	17 03
Cases, 3s	....	17 10
Lard, Compound—		
Tierces	....	0 23
Tubs, 50s, net	....	11 63
Pails, 20s, net	....	4 90
Fresh Eggs—		

(Continued on page 46.)

Just to Remind you

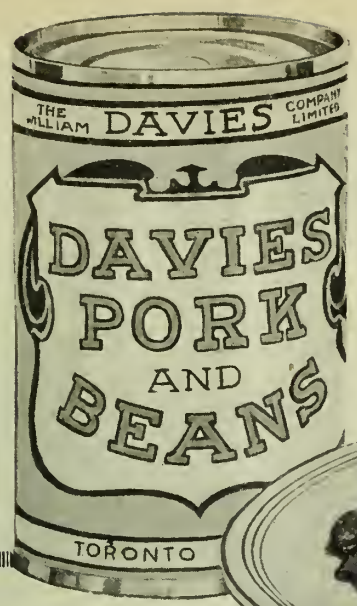
of what you are missing
if you are not featuring
the delicious customer pleasing

Jersey Farm Sausage

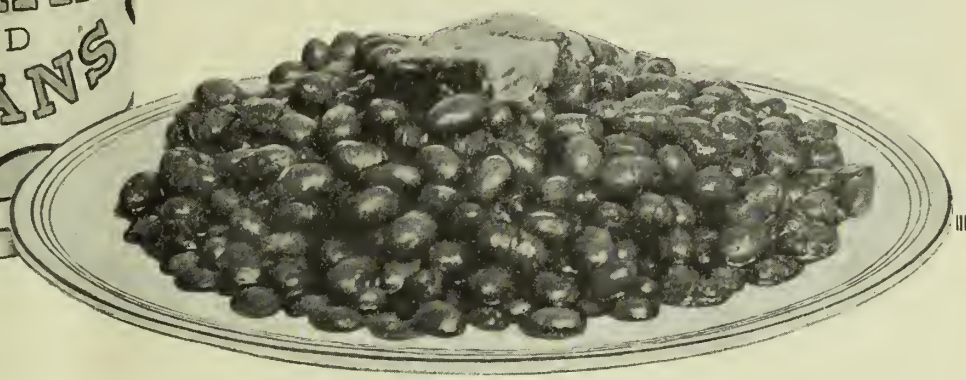
When the housewife buys
Sausage in a Grocery Store she
looks for something better than
the ordinary Sausage and
she gets it when you sell
her Jersey Farm Brand.

Learn more about this
easy seller by writing now to

Maciver Bros.
— Toronto.



FINE!



"Easy to Sell—but Hard to Beat!"

ILLUSTRATING a bright, quick seller, that's making a name for itself. Something good and appetising—something nourishing and inexpensive—something that will move off your shelves in double-quick time and bring you quick profits and a welcome stream of "repeats."

Here's the line you want to stock! For a tempting, wholesome article of food at low cost, nothing meets the demand like—

DAVIES
Pork and Beans

A real quality product — prepared from choice, whole, hand-picked beans—put up in attractively labelled tins—selling at a reasonable price.

No chance of a product like this falling asleep on the counter! Here's a bright, on-the-job, wide-awake seller that's bound to bring you profit. Order to-day.

Sold in 1s (11 oz.), 1½s (16 oz.) and 2s (20 oz.) Tins—Plain and with Tomato Sauce

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO **MONTREAL** **WINNIPEG**

If interested, tear out this page and keep with letters to be answered.

Discriminating People

in every community show a marked preference for the delicious, nourishing and economical

Brunswick Brand Sea Foods

In pushing the sales of these wholesome lines you are benefiting yourself, pleasing your customers, and helping in the Food Conservation Campaign.

Keep a Brunswick Brand display always before your customers' notice, and your sales will go on increasing. Note the list herewith:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Bacon

Delicious English Cured Breakfast Bacon—no waste—easily cut up in the slicer and just what your customer wants for breakfast. Reasonable in price.

F. W. FEARMAN CO.
LIMITED

HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Representative: George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by
The W. A. Freeman Co., Limited
HAMILTON, CANADA

Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS
POCOLOGAN, N.B.

IT will pay you, as a distributor of food products, to specially recommend to your customers those goods which will give them the most food value for the money they spend.

No other product on the market will do such ample justice to your recommendation as Bowes Peanut Butter.

PUSH IT—PROFIT BY IT.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont. Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

Try Marsh's on your particular trade

The man or woman with whom quality is a first consideration is deeply enthusiastic about the delicious goodness of Marsh's Grape Juice.

Good grocers should always feature Marsh's. It pays.

The Marsh Grape Juice Company
Niagara Falls - Ontario

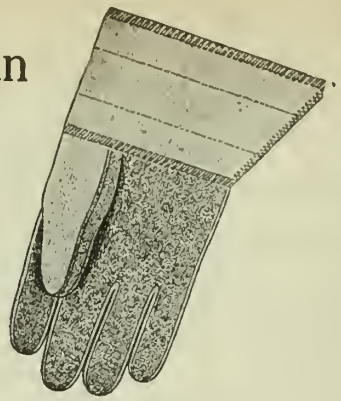
MacLaren Imperial Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

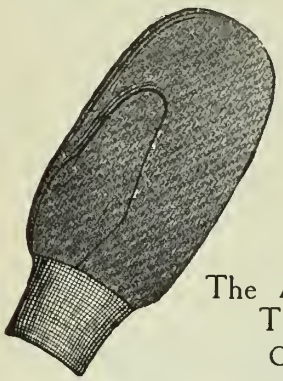
If any advertisement interests you, tear it out now and place with letters to be answered.

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Size.	Less than 10-case lots Per doz.
Dime	$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2½-lb.	12 85
5-lb.	24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS.

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.

	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Cbili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sance, tall, 2 doz. to case	2 00
2's Baked Beans, Cbili Sauce, tall, 2 doz. to case	2 00

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz.; 3's, Plain. Tall. $2.75 doz.; 3's. Tomato Sauce, $3.20 doz.; 3's, Cbili Sance, $3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for botel and restaurant use (gals.), $10.25 doz.

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE.

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90

Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 30

Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes,	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Fixtures Wanted—Maybe

PERHAPS you have a fixture of some sort—Computing Scale, Bacon Slicer, Showcase—no longer desired by you, and which you are perfectly willing to sell to some one wanting worse than you do. Perhaps you're the man doing the wanting.

What is desired is that the seller and the wanter shall get together—shall meet in some market-place where the deal can be completed.

A mighty good market-place—convenient and well peopled—is CANADIAN GROCER. Here 5,000 and more grocers in all parts of Canada assemble every week.

You'll find no better company of buyers and sellers so easily and so cheaply, try how you may, as are found in CANADIAN GROCER'S market place.

Put a small advertisement brief and meaty as a telegram in CANADIAN GROCER—2 cents a word. Keep it there until you and your man meet.

We're giving you good counsel, and if you know of any better, surer, quicker or cheaper way of finding a buyer or seller for what you have or want, please write us, for we want to know ourselves.

Address your correspondence to

CANADIAN GROCER
143-153 UNIVERSITY AVENUE -:- TORONTO

If interested, tear out this page and keep with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford

189

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," eacb 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 35

W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn — ½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2.

Ox Tongues, tins, ½s, $2.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar. ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label), Talls, 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Individuals, 95c doz.
Pork and Beans, Chili (red and gold label), 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
1 doz. per case, at $10.00; 10-oz. bottles, $5.00.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50.
English Plum Puddings, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage — 1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops — ½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken — ½s, $6.00; 1s, $9.00.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch— 1s.
Chateau Brand Pork and Beans—1s, $1.60; 2s, $2.30; 3s, $3.50. Tomato Sauce ,individual, $1.00; Plain Sauce, individual, 95c; 1s. $1.50; 2s, $2.05; 3s, $3.25.
Smoked Geneva Sausage—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

MUSTARD.

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 85
D. S. F., ½-lb.	3 50
D. S. F., 1-lb.	6 80
F. D., ¼-lb.	1 15
	Per jar
Durham, 4-lb. jar, each	1 30
Durham, 1-lb. jar, each	0 37

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work

WETHEY'S MINCE MEATS

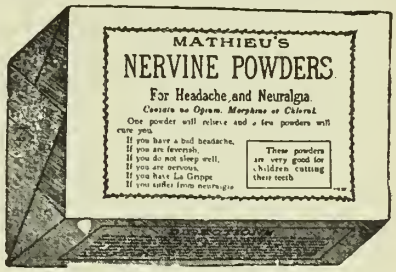
WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the Market

Order from your jobber


MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contains no Opium, Morphine or Chloral
One powder will relieve and a few powders will cure you
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have La Grippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth

Worth featuring at any time—

MATHIEU'S NERVINE POWDERS

Neuralgia, Headaches, Sleeplessness and other nerve complaints are effectively removed with Mathieu's Nervine Powders.

Free from harmful drugs such as morphine, chloral, opium, etc., these nerve soothers may be safely recommended to everybody requiring a quick and sure remedy for nerve troubles.

Stock Mathieu's Nervine Powders now and add to your profits.

J. L. Mathieu Company
SHERBROOKE, QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encylopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.,—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is illustrated with 80 full-page color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than $50,000 to produce this book—but it sells for only $10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.10½
40 lbs., 1 lb. pkg., White Gloss	.11
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.11½
100-lb. kegs, No. 1 White	.11
200-lb. bbls., No. 1 White	.11
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13½
100 lbs., kegs, Silver Gloss, large crystals	.11½
40 lbs., Benson's Enamel, (cold water), per case	3.50
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.80
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.12
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher).	.11

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	0.10½
Boxes about 40 lbs	0.10¾
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	0.11
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0.11½
Barrels, 200 lbs.	0.11
Kegs, 100 lbs.	0.11
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0.13½
Kegs, extra large crystals, 100 lbs.	0.11½
Canadian Electric Starch— Boxes containing 40 fancy pkgs., per case	3.50
Celluloid Starches— Boxes containing 45 cartons, per case	4.50
Culinary Starches— Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.11
Brantford Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.12
"Crystal Maize" Corn Starch— 1-lb. pkts., boxes of 40 lbs.	0.12
(20-lb. boxes ¼c higher than 40's)	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.75
2-lb. tins, 2 doz. in case	5.15
5-lb. tins, 1 doz. in case	5.50
10-lb. tins, ½ doz. in case	5.25
20-lb. tins, ¼ doz. in case	5.20
(Prices in Maritime Provinces 10c per case higher).	
Barrels, about 700 lbs	0.07½
Half bbls., about 350 lbs	0.07¾
¼ bbls., about 175 lbs	0.08
2-gal. wooden pails, 25 lbs.	2.65
3-gal. wooden pails, 28½ lbs.	3.75
5-gal. wooden pails, 65 lbs.	5.85

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.65
5-lb. tins, 1 doz. in case	6.00
10-lb. tins, ½ doz. in case.	5.75
20-lb. tins, ¼ doz. in case.	5.70

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs	6 50
½ barrels, per 100 lbs	7 00

INFANTS' FOOD MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 1-14s, lb	$ 0 65
Bobs, ⅛s	0 64
Currency, 1-9s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies	0 70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb.	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, ½ butts, 10 lb. boxes	0 74
Derby 8s, ½ butts, 8 lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6s	0 80
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes	0 72
Walnut, 9s	0 70

MAIL ORDERS

A specialty with us.

The best of service promised and selection made from our large stocks of

Fruits, Vegetables and Fish

Call Main 6234 Fruits. ***Main 6567 Fish.***

The best the market affords at all times.

WHITE & CO., LIMITED

Front and Church Sts., Toronto

Also Hamilton

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.

OWEN SOUND, ONT.

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(*Technical Book Dept.*)

143-153 University Ave. - Toronto, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.

Church and Dwight
LIMITED
Manufacturers
MONTREAL

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT! NO BONES ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY, FLOUR AND FEED BUSIness, stock and buildings, in thriving town; reasons for selling, ill health; apply Box 619, Tottenham, Ont.

FIRST-CLASS CONFECTIONERY BUSINESS for sale—doing good trade; fifteen years in business; in good location, Queen Street east; owner retiring. E. Frisby, 29 Brooklyn Avenue, Toronto.

PATENT MEDICINE BUSINESS MANUFACturing a staple proprietary article of merit, with big prospects; has been on the market for years and advertised. This is a good opportunity, and a few hundred dollars will finance; present owner retiring. Full particulars by applying to Box 267, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants, accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

WHOLESALE GROCER—WE WANT ONE IN each district throughout Canada to take up the sole distribution of our specialties—"Cakeoso," a ready prepared cake flour, and "Puddee," for making light steamed puddings. Millions sold in the Old Country. Will sell in Canada if introduced. Other lines added shortly. Saska Packing Co., Saskatoon.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

POSITION WANTED

BUTTERINEMAKER WITH MANY YEARS' experience in manufacturing of oleo, both animal and vegetable, wants position with first-class concern. Address Box 266, Canadian Grocer.

LINES WANTED

GROCERY TRAVELLER, WORKING EVERY store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

MANUFACTURERS—DO YOU WANT YOUR goods introduced in Saskatoon and district? If so, write Hustler, Box 269, Canadian Grocer.

SALESMEN WANTED

SALESMAN OF ABILITY TO CALL ON grocers and general merchants; territory north of old Grand Trunk line, Guelph to Sarnia, north to Owen Sound, to sell well known baking powder. Box 268, Canadian Grocer.

POSITION WANTED

A CLERK NEEDS A GOOD POSITION WITH good prospects just as much as an employer needs a good clerk with enthusiasm or "pep." To bring the two together is the proposition. Mr. Employer, try a condensed ad in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with an extra charge of 5 cents per insertion for Box Number.

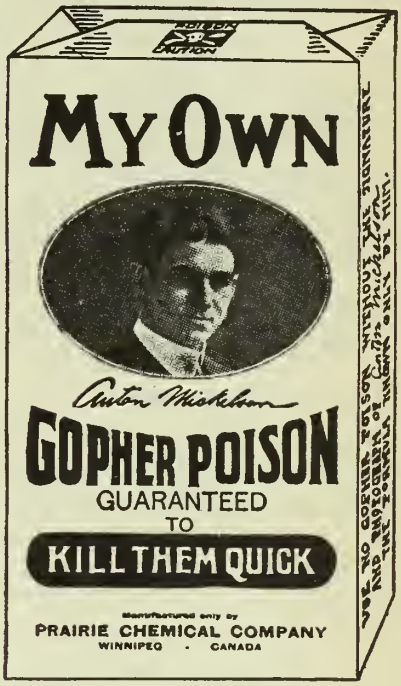
HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

WERE YOU DECEIVED?



This is the *REAL* Mickelson product, made under his care, the result of thirteen years' gopher poison experience.

BIG PROFIT—"My Own Gopher Poison." Sold over the counter or to municipalities. Will make you hundreds of dollars. Get after the municipalities now for their order.

Price to Municipalities:

$1.50 size.....	$1.16 per pk.
1.00 size.....	.77 per pk.
.75 size.....	.58 per pk.

Write for big discount and send your order to any jobber, or direct to us.

Prairie Chemical Co. Can., Ltd.

302 Keewayden Bldg. Winnipeg

Mention this paper when answering advertisements.

Buyers' Guide

FOR SALE

Fresh Dressed Poultry
Selected Fresh and Storage Eggs
Choice Creamery Butter, Shortening.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON · ONTARIO

NO-FROST

keep the

Steam and Frost from the Glass

will positively keep all glasses clear from

Frost, Fog, Steam, Rain, Sleet, Mist, Snow

For use on auto. windshields, eye-glasses, windows, mirrors, headlights, street car, locomotive, restaurant, store and pilot house windows, or for use where the air is heavy with moisture.

Keeps the Glass clear and bright in all kinds of weather.

Price 35 cents per package, prepaid.

G. W. FLINTOFF
2088 Dundas Street Toronto

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

LARGEST CANADIAN DEALER
ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

This Space is Yours For $2.50 On Yearly Order

Trade Papers are Pioneers of Business Expansion

FIRST AID IN THE KITCHEN +

A Good War Time Specialty

For mending holes in all kinds of Pots, Pans, etc. Graniteware, Aluminum and other kinds. Easily applied with the finger and ready for use in two minutes. Sells well at a good profit; put up in attractive display stands.

From your Wholesaler, or write us direct.

H. NAGLE & CO., BOX 2024, MONTREAL

VOL-PEEK

KING GEORGE'S NAVY

CHEWING TOBACCO

Should be sold in every good grocery store

Because the demand for this delicious "chew" will bring the dealer the good-will of the men and build for him a better business all round.

King George's Navy Chewing Tobacco has the quality that appeals to discerning chewers. It's a certain repeater.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.

HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Help to Save Both Wheat and Flour

Teach your customers that one immediate way to conserve bread is by eliminating bread waste.

And the easiest way to avoid bread waste is by bettering bread quality.

Tell your intelligent trade that they *actually* save bread by baking with FIVE ROSES flour, simply because its splendid eating qualities in the loaf insure eager consumption, and for days after baking a FIVE ROSES loaf retains its original freshness. Thus it reduces the waste from stales and left-overs.

Let FIVE ROSES flour second your patriotic efforts towards bread conservation. Thousands of thrifty housewives are living proof that it is no sacrifice to economize with FIVE ROSES.

Daily Capacity
27,400 Bags of 98 lbs.

LAKE OF THE WOODS MILLING CO., LIMITED

Montreal *"The House of Character"* *Winnipeg*

Offices in 16 Canadian Cities

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JANUARY 18th, 1918 No. 3

TO-DAY, more than ever before, inexpensive, nourishing foods are increasingly popular.

PURE GOLD JELLIES

are inexpensive and nourishing and offer your customers a highly delicious and very economical table delicacy.

Continuous repeats are assured the dealer who puts his selling energy behind Pure Gold Jellies. Their quality wins approval from the most extremely critical.

Displays are always worth while because the profits are good.

Are you well supplied?

The Memory of Quality lingers when Prices are forgotten.

Pure Gold Manufacturing Co., Limited

TORONTO and WINNIPEG

CANADA

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Convenience versus Profits

Keep your profitable specialties prominently displayed. So arrange your stock that customers, the minute they enter your store, will see the more profitable lines. To *see* such goods is often to *buy* them.

A dealer will always be ahead in dollars and cents when he puts the profitable goods where customers' eyes cannot miss them. People usually know what common necessities they want. But high-class special lines like O-Cedar Polish, though well advertised, *may* be overlooked by your customers if placed under the counter or in a dark corner.

The convenient O-Cedar Floor and Counter Stands help materially in the selling of O-Cedar Polish. These and the Electric Sign Display Assortments are giving dealers a greater opportunity to benefit by the demand created for O-Cedar Products by O-Cedar Advertising and O-Cedar Quality. Ask your jobber's salesmen about these O-Cedar Displays. They will pay big rent for the space they occupy. If you already have these sales helps, ask about our Profit Deals.

CHANNELL CHEMICAL COMPANY, Limited

MANUFACTURE AND GUARANTEE

O-Cedar Polish

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

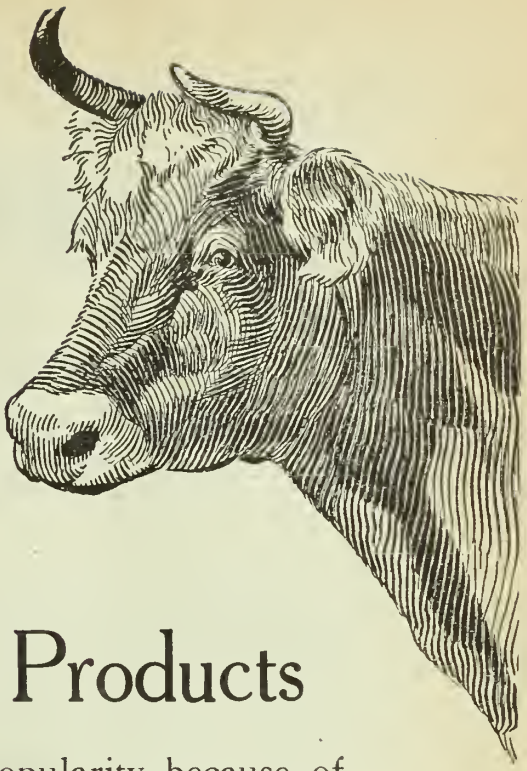
BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Canada's Finest Milk

is used in all Borden Milk Products. Scrupulous care and attention are constantly exercised in every part of the manufacturing process from the moment the milk is first selected until it reaches your store under the well known sales-creating Borden Brands.



Borden Milk Products

are constantly growing in popularity because of their incomparable good qualities and because, too, of the persistent consumer advertising which is steadily building bigger sales for Borden dealers.

Your Borden stock should always be well displayed —out in the windows or on the counter where the housewife will surely see it. Lively selling is a Borden characteristic.

If your stock needs replenishing, call up your wholesaler.

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office:

No. 2 Arcade Building, Vancouver

Canadian Housewives Order
PURITY FLOUR

Because They Know That It Makes Better Bread, Biscuits, Cake and Pastry Than Other Brands

Bread made from Purity Flour keeps fresh and moist and retains its sweet flavor longer than other bread. Therefore the housewife can bake a double batch at one time and save the work and fuel expense of several baking days each month.

The reason Purity bread stays fresh so long is because Purity is an *absolutely clean* flour—free from every speck of dirt and bit of fibre. Mention this fact to your customers—it will lead to more sales—and profits—for *you*.

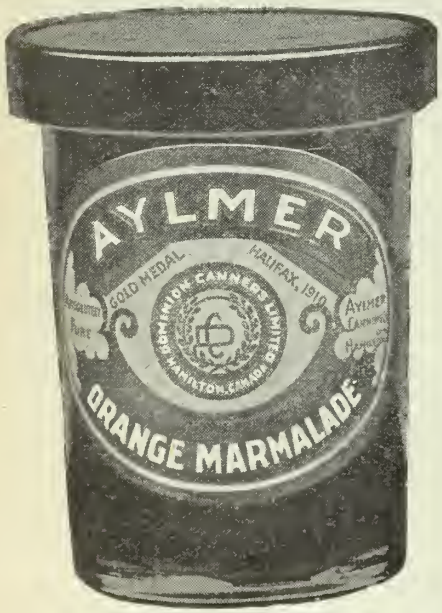
Western Canada Flour Mills Company, Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

Aylmer Orange Marmalade
Always A Good Seller

DOMINION CANNERS LIMITED HAMILTON, CANADA

"The Seal of Quality"



Your confidence in the quality of this line is well deserved. **"The Seal of Quality"** is your guarantee that its ingredients are carefully selected and properly prepared.

Aylmer Orange Marmalade is a big favorite with housewives. It sells readily on its reputation. The various sizes help to sell each other.

Keep a good stock of this particular brand on hand.

Dominion Canners Limited

Hamilton Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S PORK & BEANS

are just as good as they ever were, and they are better to eat now because they are

ECONOMICAL

To You, Mr. Grocer, they are also

PROFITABLE

They sell more rapidly than any other and you turn your money over oftener.

Quality and Reputation Count

W. CLARK, LTD. MONTREAL

Clark's

Why Anchor Caps make money for the Grocer

Anchor Caps do not come off in transit, no spoiled labels or dirty packages, no returns to the packer and every package saleable at the full price.

Anchor Caps are air-tight. Properly packed goods under Anchor Caps keep their flavor and freshness indefinitely. No clearing sales at a reduced profit before new goods come in. Anchor Caps add to the appearance of any package and make sales easier and repeats frequent.

Anchor sealed goods cost you no more, add to your sales and increase your profits. See that your next order specifies Anchor Caps.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

MONEY MADE AND MONEY SAVED IN DRYGOODS

Mr. General Merchant:—

"CANADIAN GROCER" keeps you informed early and accurately on market changes in all your grocery lines. How about your dry goods business? Wouldn't the same sort of market service for that line pay you? You can have it for two dollars a year in DRY GOODS REVIEW. Here's what other merchants have found out about it:—

"I find DRY GOODS REVIEW very helpful in determining coming prices. It is therefore a good guide in buying."
R. L. Black, Fredericton, N.B.

"We have got suggestions from DRY GOODS REVIEW worth many times its subscription price. We would not like to do business without it."
Lewis, Bros., General Merchants, Richmond, Ont.

"DRY GOODS REVIEW pays for itself many times during the year."
Mackenzie & Co., General Merchants, Thedford, Ont.

"I would not be without DRY GOODS REVIEW as long as I am in business."
F. J. Ramsey, General Merchant, Dunnville, Ont.

"Any measure of success attending my dry goods department I attribute largely to information and knowledge gained by careful reading of DRY GOODS REVIEW."
F. M. McRae, The White Store, Baddeck, N.S.

Many more of these might be given, but these you see are sufficient to show you that there's money for you in DRY GOODS REVIEW. Make this good investment to-day. Pick up your pen and do it right now. A simple action but businesslike as any buying you do, and it will bring you big returns for your outlay. Here's the form. Your pen is handy. Now is the time to do it.

C.G. 2. 18 1918

MACLEAN PUBLISHING CO.,
143-153 University Avenue, Toronto.

Enter my name as a subscriber to DRY GOODS REVIEW beginning with the January SPRING number. I will send subscription—two dollars—on receipt of bill.

Name..... ....

Address..... ....

Mail This in Open Envelope With One Cent Stamp.

If any advertisement interests you, tear it out now and place with letters to be answered.

PREPARE NOW for Lenten Season

We have a large and well assorted stock of Fancy Fish Lines for Fancy Grocery Trade.

Anchovy Fillets in Tins

Anchovy Paste in Jars

Lobster Paste in Tins

"Patrico" Brand Canned Lobster, 1s and ½s

"Wave Kist" Brand Canned Tuna Fish, 1s and ½s

"Crossed Fish" Brand Norwegian Sardines, ¼s

"Sapphire" Brand Californian Sardines, 1s and ½s

Pt. Clear Brand Shrimps

Purity Cross Creamed Chicken-a-la-King

Purity Cross Welsh Rarebit

Purity Cross Graced Spaghetti

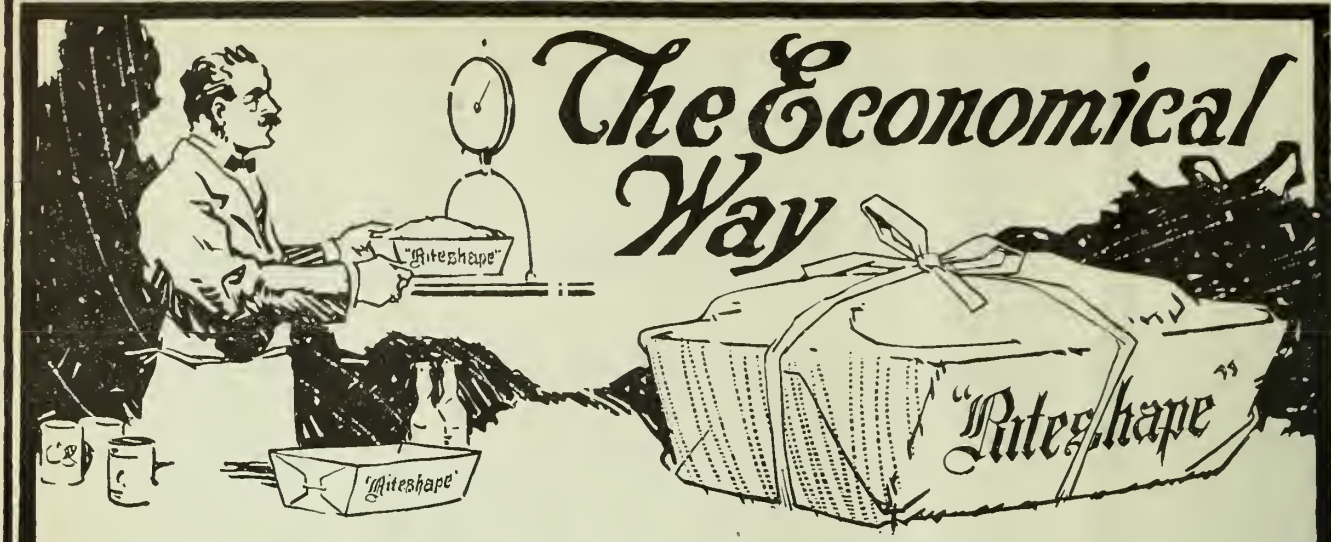
Stock these Quality Lines that are easily prepared and also mean Food Economy.

We Invite Your Inquiries.

W. G. PATRICK & CO., LTD.

DIRECT IMPORTERS

Toronto Montreal Winnipeg New York



The Economical Way

"Riteshape"

What becomes of the wrappings and packages into which bulk foods are put for sale or delivery?

Are these thrown into a waste basket and burned up in the alley?

Food wrappings cost money. Someone pays for them. What do they give for the price?

The "Riteshape" dish serves both the retailer and the consumer.

It saves the store keeper's time. It saves more expensive wrapping materials.

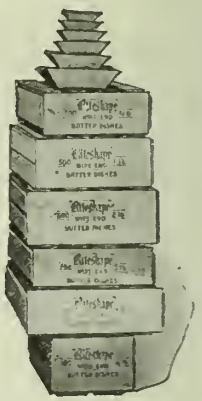
In the home the "Riteshape" constitutes a perfect storage dish until the food is used.

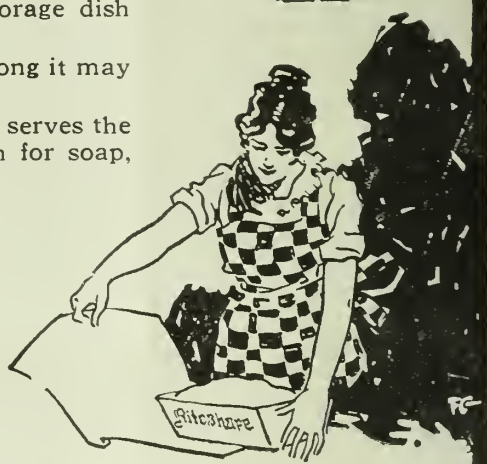
"Riteshape" will not contaminate any food however long it may be in contact with the food.

When the "Riteshape" has been emptied of its food, it serves the thrifty housewife a container for left overs, a handy dish for soap, and in innumerable other ways.

The "Riteshape" more than pays its way.

Use "Riteshape" and waste nothing.





Victoria Paper & Twine Company
LIMITED

Head Office:
TORONTO, CANADA

Branches:
Montreal, Halifax and Winnipeg

Made and guaranteed by
THE OVAL WOOD DISH COMPANY
Delta, Ohio, U.S.A.

MENNEN'S

COLD CREAM

A Ready-Seller for Winter

COLD weather brings many extra uses for Cold Cream—and Mennen's is attractively put up—price is reasonable—the name is well-known and holds your customer's confidence. There's no better time than now to fill out your stock. Of course, the whole Mennen list is an all-the-year line—essential to comfort and appearance Winter and Summer—and one Mennen article easily sells another. There is no reason why YOU should not have this business. Keep your shelves well-stocked—give some counter or window space—and mention MENNEN'S.

THE COMPLETE MENNEN LINE

Shaving Cream
Dentrifice
Men's Talcum
Borated Talcum
Sen Yang Talcum
Violet Talcum
Flesh Tint Talcum
Unscented Talcum
Cream Tint Talcum
Liquid Soap
Cold Cream
Tar Shampooing Cream
Bath Powder
Kora Konia
Ruvia

THE easy sale of Mennen's is partly due to the nation-wide advertising we are doing. It is putting trade right into your hands—all you have to do is to close on it! Then we have three very attractive window trims—Talcum Powder, Shaving Cream, and a Combination. Any one or all will be shipped on request.

Canadian Agents:

Harold F. Ritchie & Co., Limited

Toronto, Ontario

Mennen's Products are "Made in Canada" by

G. Mennen Chemical Company

Montreal, Quebec

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

This Space is Yours For $2.50 On Yearly Order

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. E., Winnipeg

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WESTERN PROVINCES.

MANUFACTURERS :
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.
Wholesale Commission Brokers and Commission Agents
We can handle a few more good lines. Storage Warehouse and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

I have prospective buyers for cars of Potatoes, Turnips, Beets, Carrots, Parsnips. Let me have particulars of your offerings.

FRED J. WHITE
Broker, Board of Trade Building,
TORONTO - - - - Ontario

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Lima Beans
on spot
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

C. B. HART, Reg.
Wholesale Grocery and Merchandise Brokers
489 St. Paul Street W.
MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE $2.10 Post Paid.

MacLean Publishing Co.
143-153 University Ave., Toronto

For Information Use the Enquiry Blank Elsewhere In This Issue

To make it more convenient and to encourage you in sending questions, we are having this Enquiry blank printed each week.

This service is for *YOU* and will only be of benefit when you use it.

Send your enquiries along, they are welcomed. This service is *free* to subscribers.

USE THE BLANK FORM

Canadian Grocer
ENQUIRY DEPT.
143-153 UNIVERSITY AVE. :-: TORONTO

Good Housewives ask for it

Because they know from experience that "the soap in the neat red label" has no superior in wash-day cleansing service. Keep a display always before your customer's notice and profit by the "Wonderful" demand.

Try Our Crystal Soap Chips

Guelph Soap Co.
Guelph, Ontario

You're Missing Something

if you are not selling

POPULAIRE'S EGG POWDER

It is a proven success and you can earn good profits as others are doing.

WRITE US TO-DAY FOR PRICES.

Imperial Co., Reg'd

645 St. Valier St. Quebec, P.Q.

It's made right. And it sells right

"The Real MacKay"

John MacKay Co.
Limited
BOWMANVILLE, ONTARIO

MACKAY'S PEARL BARLEY FLOUR

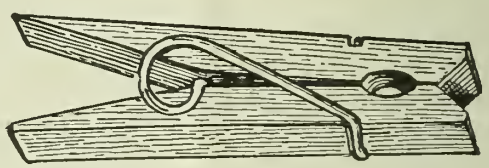
Show this highly nutritious line in your displays. Your customers will be immediately interested and the delicious goodness of Pearl Barley Flour makes a certain repeat of every first purchaser.

For infants, for invalids and for the aged it is positively unequalled.

Invaluable to nursing mothers.

"A Barley Food"

If Your Jobber Hasn't Got It, Write Us Direct.



Buy Your Clothes Pins

Before the Price of Galvanized Wire Goes Up.

The Megantic Broom Mfg. Co.
LIMITED
Manufacturers of Brooms and Clothes Pins
Lake Megantic, Que.

COX'S

the people's favorite

That Cox's Instant Powdered Gelatine possesses the confidence and the appreciation of the public may be judged from the increasing sales which it is constantly producing. This popularity is due to the purity and delicate flavor which is a marked characteristic of Cox's. Good grocers everywhere sell Cox's Instant Powdered Gelatine and find it worth featuring. So will you.

BRITISH MADE

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

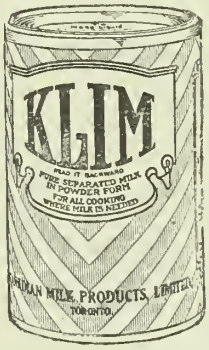
With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

MILK RELIEF

When the storms and cold weather ties up train service and blocks the roads so that no bottled milk is available, there is panic and hardship among your customers who depend upon the dairies.

This is not necessary. Sell Klim to your customers and they will always have a supply of pure, pasteurized, separated milk on hand. Klim will not freeze or turn sour. It has the natural taste when dissolved in water for all ordinary uses as liquid.



Order from your wholesaler

Canadian Milk Products, Ltd.

10-12 William Street, Toronto

10 Ste. Sophie Lane, Montreal. W. H. Escott, Limited, Winnipeg. Kirkland & Rose, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

MacLean's Magazine

for JANUARY

Chasing the Submarine—by a Canadian

A CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MacLean's the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MacLean's to get this story for the Canadian people. Successes of this sort have made MacLean's go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

Ships—more ships—and yet more ships

THIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

"Jim" by Robert W. Service

A POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender. One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

Adam and Arthur William Brown, Brothers

ADAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

A New Serial by Alan Sullivan

ALAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Heming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

REVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

At All News Stands, 20c.

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying

IMPERIAL Maple Cream Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

Every Good Grocer in Canada should have a supply of

"DANDEE" Brand EVER-READY COCOA

No sugar or milk required. It is not only convenient and economical, but food, health and enjoyment combined.

The dealer gets a fair profit on Ever-Ready Cocoa.

We invite enquiries.

Manufactured and Guaranteed by

Litster Pure Food Co. Limited

TORONTO

CENTURY SALT

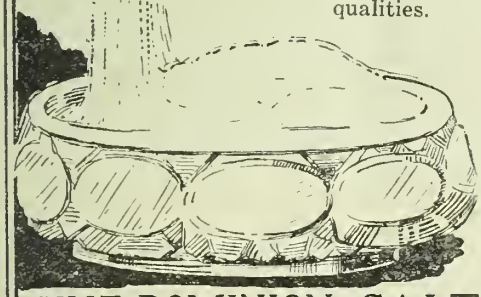
TRADE MARK

Your customers will like Century Salt

They cannot help but like its clean, sparkling purity and perfect seasoning qualities.

Century Salt is a good, brisk selling line—one worth featuring every day the year round.

Are you supplied?



THE DOMINION SALT C° LIMITED

SARNIA, ONT.

Post us your order for

OCEAN BLUE

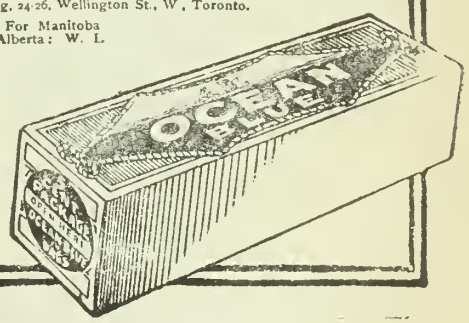
to-day and you will have taken the first step towards increasing your business in Laundry Blue. Do this and you will be pleasantly surprised at the splendid response which follows your recommendation of OCEAN BLUE.

HARGREAVES (CANADA), LTD.,

The Gray Building, 24-26, Wellington St., W., Toronto.

Western Agents: For Manitoba Saskatchewan & Alberta: W. L. Mackenzie & Co. Ltd. Winnipeg, Regina, Saskatoon, Calgary & Edmonton.

For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 407, Hastings Street, West, Vancouver.



If any advertisement interests you, tear it out now and place with letters to be answered.

Made-in-Canada by the All-Canadian Condensed Milk Company.

NOW SHOW
Malcolm Milk Products

Learn what satisfaction these delicious lines always produce. Other good grocers find it pays to keep the Malcolm Milk Products constantly displayed and you too will profit well from the big demand for

The All-Canadian Condensed Milk Products

Keep the money in Canada and help build up Canadian industry. Try the All-Canadian Products first.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50 per cent. per 100 lbs.

The MALCOLM CONDENSING CO., LTD.

St. George, Ontario

The All-Canadian Condensed Milk Company

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHAT ABOUT BROOM PRICES?

Do you think brooms will go up in price, and would it pay ns to buy our year's supply now? —Victoriaville, Que.

Ans.—The broom corn crop of 1917 was reported in its early stages to be very large, and many broom manufacturers suggested the possibility of lower prices. Cold and wet weather however, had its effect both on the quantity and quality of the product. As a result, all usable grades sold at very high prices. Maple timber used in handles is also very high, while advances have been noted in wire and twine used in manufacture. It would appear that prices are more likely to advance than to decline. It should be safe to purchase your year's requirements.

SAUCE WANTED

Please let me know where I can obtain Chop Suey Sauce.—Sarnia, Ont.

Ans.—Most wholesale grocers will be able to supply you.

BOLTING CLOTH

Please let me know name of some firm outside of Toronto who sells bolting cloth for flour mills.—Papineauville, Que.

Ans.—We would refer you to Messrs. B. & S. H. Thompson, Montreal.

B.C. FISH SHIPPERS

Can you give us names of shippers of frozen fish on the Pacific Coast?—St. John, N.B.

Ans.—The following are Pacific shippers: Canadian Fishing Co., Vancouver, B.C.; Canned Fish & Cold Storage Co., Prince Rupert, B.C.; The Wallace Fisheries, Vancouver, B.C.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

If any advertisement interests you, tear it out now and place with letters to be answered.

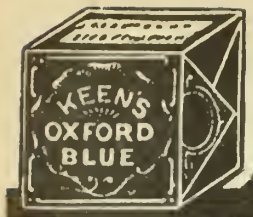
WANTED—

HUNDRED POINT MEN

By

GEORGE A. SIMPSON

ALL over this great Continent, geographically known as the United States of America and Canada, there are to-day many prosperous industries which were, a few short years ago, facing serious financial embarrassment and failure. ¶ These industries in many instances had been grossly mismanaged, while in others, lack of capital and kindred ills contributed to their condition; but it matters not now what was the cause; it is Results and not explanations we are interested in, as results count and the facts are, these conditions did exist. ¶ Then came the War, and as if by magic all was changed; from Adversity to Prosperity was a short shift and even Industries that were wavering on the ragged edge of failure took on a new lease of life and assumed a prosperous air. The stupendous demand for products of every description was, and is, such that extension of plant and increased production became the order of the day and under these unprecedented conditions, business to-day is pushing the man who, under normal conditions, could not push business. ¶ The whole structure---Agricultural, Industrial, Commercial and Economic---has been undergoing the most drastic change the World has ever known. But how about the man? And how about business, with its increased facilities for production and its corresponding overhead expense, when this demand ceases and Competition sets in? ¶ 'Tis said the leopard changeth not his spots, and this, in a measure, applies to business management. The test of fitness will come when the Commercial War begins and a new order of things exists, to which we must adjust ourselves. A tremendous momentum has been started and maintained on business we did not seek, and the Wheels of Industry have been greased with prices exceeding our wildest dreams. We have been floated into position, on a tidal wave of business, far and above the jagged rocks of competition, which await us when the tide recedes. What then?---is a question worthy of sincere consideration NOW. ¶ To successfully cope with the new conditions and maintain our progress will create a demand for Hundred Point Men. Men who are well balanced---men who are not one-sided in their development, whose energies do not seep into narrow channels, while the main streams of ability are allowed to run dry---men who are broad, who do not take half views of things---men whose education has been received in the school of hard knocks, whose capital is Knowledge acquired through experience, who mix common sense with theory and do not permit the technical to distort their practical viewpoint of everyday life---men who have studied men and mastered conditions, whose love of humanity knows no bounds, who despise pretence and worship a good name---men who can decide and whose decisions are intelligent and just, who see education and development, discipline and character in their occupation---men who can co-operate more successfully than they can compete---men who can honorably and persistently produce results---such men as these are the Executives of the future---HUNDRED POINT MEN.



Keen's Oxford BLUE

A Keen's Blue display on your counter, window or shelf will be the connecting link between your store and the wide demand for this "Blue of Blues."

Everybody knows Keen's Oxford Blue. Good grocers everywhere are selling it and winning good profit and better customer satisfaction thereby.

Never be without a display of Keen's. Begin featuring it to-day and keep it up. Write us for a special display show card.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

COWAN'S COCOA—

"Perfection Brand" Purest and Best

"In Every Home"!

Grocers----

Sell Canadian made products to-day and every day --- By so doing, you keep the money in the country --- You and others need it. Push this Canadian Cocoa, made by Canadians

B-25

CANADIAN GROCER

Vol. XXXII. TORONTO, JANUARY 18, 1918 No. 3

Flour Will Be Standardized

On January 28 Mills Must Maintain 74 Per Cent. Standard — New Grade Will Take Place of the Existing Grades—No Great Hardship Anticipated, While Price Will Probably be in Line With Present Second Patent Figure

THE long expected action to regulate the grade of flour has at last been announced. On and after January 28 the new standard will be required to be maintained by every mill manufacturing white flour. All mills after that date will be compelled to manufacture flour on a basis of one barrel of flour from each 265 pounds of wheat. The general amount of grain used to the barrel in the past has been 300 pounds, but there has been a good deal of variation from this figure by the different mills in their competition with one another, and in some instances this quantity has been exceeded, because there was no obligation regarding the old time standard.

74 Per Cent. Standard

Under the new regulation the standard grades of flour with which the trade has become familiar, first and second patents and strong bakers, will cease to exist, and in their place will come the new standard of 74 per cent. extraction, in place of the old standard that varied from 70 to 72 per cent.

It is estimated that on the first patents there will be a saving of 35 pounds of grain in each 300 pounds. As the saving in the other grades of flour would, however, not be by any means as great, there will hardly be that proportion of saving. The saving on the gross amount of wheat used in the country should, however, amount to a very considerable item.

Somewhat Darker Color

The new flour which will be issued from the mills after the 28th of the month, containing as it does a higher percentage of bran and shorts than the flour usually sold through the dealer, will be somewhat darker in color, though the difference will not be very pronounced The mills will still be permitted to mill different grades of wheat, but whether the Manitoba wheat is milled, or Ontario wheat or a mixture of the two, it will be imperative to mill up to the 74 per cent. basis. There must be no decline from that standard, though there is no prohibition against milling a greater percentage of the grain if so desired.

As a matter of general definition, the new flour grade will very closely approach the quality of the second patent now in use.

Price Probably in Line With Second Patent Price

As far as the price of this new product goes, there has been no set price arranged up to the present, but the probability is that the new flour will open at around $11 to $11.10 car load basis; this is on a line with the price of $11 prevailing on Manitoba second patents, car load basis.

Milling Concerns Satisfied With Action

The natural question when such a radical change is made is naturally, How will it affect the milling concerns? As a matter of fact these concerns are taking the change in a very philosophic spirit. There is a general feeling that the move is a wise one, and is likely to cause as little disorganization as could be expected with such a change. There is no indication at the moment of any tendency toward opposition and many milling interests express themselves as more than willing to co-operate with the Food Controller in this regard.

Established Brands Will Probably Remain

Millers have as yet not had any opportunity to arrive at any very definite conclusion as to what the actual effect of the new regulation will be on business. There is the matter of established brands, and the question as to whether all flour will be on a dead level of equality or whether branded flours will still be a possibility. There is a fairly general feeling that millers will be permitted to continue in the use of their brand names, though there has been no pronouncement by the Food Controller on this point. Millers argue that there is still room for a certain amount of competitive selling. Of course all mills must live up to the same minimum standard, but there is possible the stressing of the mill processes. The maintaining of the branded grades will assure an unabated energy in perfecting the process of manufacture, which will be of unquestioned benefit to the country.

Flood of Orders

The actual result of the announcement of the new standard, has led to a flood of orders. Buyers have been endeavoring to get in while there was yet time, and to stock the old grade flour. The mills have been walking warily however, in booking orders, in order to assure themselves that they will be able to dispose of all their contracts before Jan. 28.

Retailer Will Not Suffer

What effect will this regulation have on the retailer? As far as can be judged none whatever, there is no ruling to prevent him selling the old standard flour as long as he has any in stock, and when he has to enter the market for a fresh supply he will be on an even basis with all his competitors.

Another question that naturally presents itself is, how will this regulation effect the supplies of bran and shorts. The loss in the changing from the first patent to the new regulation will of course be quite an item, but as the regulation takes in all grades of flours, and as the loss on the other grades would be a negligible item, the falling off in these goods is not expected to be an important item. The trend of the regulation seems in the general opinion a step toward actual conservation, without being a very serious hardship on any interest.

Use of Wine Measure Prohibited

New Ruling on the Regulation Regarding Liquid Measure—Activity That Will Affect Many Merchants—Dealers Should Examine Stocks to See They Meet This Regulation

FOR a good many years past there has been a certain amount of confusion in the fluid measurements of Canada owing to the use of the wine measure as well as the regular standard Canadian gallon. This wine measure generally used in the United States is approximately 20 per cent short of the regular Canadian measure. Many products imported from the United States have been marketed under this measure, and the uninitiated have been deluded into thinking that they were receiving the full standard quantity. As its use was winked at in Canada many products were put up under this standard. Notably was this the case in the sale of maple syrup in gallon tins, which in many instances were the American gallon. This double standard has caused much confusion in the past and has worked a disadvantage to the merchant anxious to use the standard Canadian measure. The days of this double standard are now over. The inspectors of weights and measures have been notified by J. W. Vincent, Deputy Minister of Inland Revenue, that hereafter whenever any reference is made to the measure, the standard must be the official Canadian standard, and any deviation from this standard, and any marking of quantities in wine measure, the United States standard, shall render the seller liable to a fine not exceeding $20 for every such sale.

As there are probably many articles on the grocers' shelves that come under the condemnation of this new ruling it behoves the merchant to study this matter carefully.

The letter addressed to the inspectors reads as follows:

Department of Inland Revenue.

Wine Measure

Sir,—For many years complaints have been made as to the sale in Canada by wine measure of bottled and tinned goods—e.g., ink, essences, extracts for cold drinks, etc., pickles, olives, condiments, oils, paints, varnish, etc., the same being put up by American houses on the United States Wine Measure Unit.

The United States Unit Gallon is roughly 20 per cent. smaller than the Dominion Unit Gallon, so that United States houses quoting on a basis of pints, quarts, etc., have an improper advantage over Canadian houses engaged in the same business.

Inspectors, dealers, manufacturers and all others concerned are, therefore, advised:—

That the sale of anything in Canada by Wine Measure is illegal.

That the offering for sale of any goods of which the contents are clearly marked in some unit of United States Measure is illegal, e.g., "1 Pint U.S.A. Standard."

That representing unmarked container goods as pints, quarts, etc., when their contents are actually United States Measure (Wine Measure) is illegal.

Packages and container goods may be put up and sold without any reference to the measure of the contents, or the contents may be indicated by weight in pounds or in ounces, but if any reference whatsoever is made to the contents by Measure IT MUST BE IN DOMINION MEASURE only.

Penalties

Secs. 24 and 60 of chap. 52, R.S. 1906, "Weights and Measures Act" provide as follows:—

24. Every contract, bargain, sale or dealing made or had in Canada in respect of any work, goods, wares, or merchandise, or other thing which has been or is to be done, sold, delivered, carried or agreed for by Weight or Measure, SHALL BE deemed to be MADE and had ACCORDING to one of the DOMINION WEIGHTS OR MEASURES ascertained by this Act, or to some multiple or part thereof, and if not made or had, shall be void, except when made according to the Metric System.

60. Every person who sells by any denomination of weight or measure other than one of the Dominion Weights or Measures, or some multiple or part thereof.....shall be liable to a penalty not exceeding TWENTY DOLLARS FOR EVERY SUCH SALE.

Inspectors will distribute this circular to all dealers, importers, and other parties concerned.

GROCERS NOT RESPONSIBLE

In reply to the order of Food Controller Hanna to the Canadian Railway Association urging shippers and railways that instructions be issued to agents that certain foodstuffs be not accepted unless cars are loaded to their full carrying capacity, a Regina wholesaler issued a statement for publication in which he says:—

"The shortage of freight cars at the present time can be attributed to cars being tied up on account of the slow movement of freight traffic rather than to the underloading of freight cars. If the railway companies will give more prompt dispatch to freight tonnage the cars will be available with much more rapidity than is now the case.

"Way cars are from two to four weeks on the road before reaching their destinations. Ordinarily those cars should reach their destination within five days. Faster service would release the cars much more rapidly and would go far in relieving the car shortage."

CONSIDERS LICENSING OF MACARONI

The Food Controller informs CANADIAN GROCER that applications are being received and considered for license to permit the sale of macaroni in packages of less than 20 lbs.

Seeds Will Reach High Figures

Late and Short Harvests Produce a Trying Situation — Red Clover Abnormally Scarce—Foreign Seeds in Some Instances Almost Unprocurable

IT it too early as yet to get definite information on the prices that will prevail during the coming year. There is a certainty however that many of the varieties of seed will reach new records. At present there is such an uncertainty in the market that it is impossible to even get an approximate idea of what the situation will be. For one thing, threshing the seed has been greatly delayed by the severe weather of recent weeks and the freight congestion has added to the difficulty so that seed will not be obtainable for some few weeks, and it may be March before stocks will be available, in that event there is a possibility that panicky buying in order to assure early delivery may still further influence the situation.

As matters stand at present there is the possibility of reasonable prices for timothy and alsike, there having been a good crop of these in Canada during the past year. Red clover, however, was a failure, and the bulk of the supplies must be drawn from the United States, and the figures will unquestionably be high.

In vegetable seeds the same conditions prevail. Turnip seed has sold on the United States market recently for $1.25 a pound. This gives some indication of what may be expected. As a great percentage of both vegetable and garden seed come from France, Belgium and Holland, countries whose labor conditions are becoming more serious every day, there is also this fact to be reckoned with. There is also the difficulty of getting transportation, and the matter of high freight rates. All circumstances seem to be conspiring together to assure high seed prices during the coming season.

Travellers' Calls Once a Week

Commercial Calls on Retailers Considered Too Frequent by Some Wholesalers—One Call a Week Sufficient—But to Cut Out Travellers Would be as Bad as to Cut Out Advertisements is Vigorous Opinion.

FURTHER opinions found amongst business minds in connection with the idea of curtailing travellers' calls on the retailer are interesting. The fact that the commercial traveller is a real help to the retailer in his business is noted by level headed wholesalers, and in general opinions given CANADIAN GROCER this week this idea was brought out.

That it would be bad policy to have any sort of hindrance to the free conduct of business when every ounce of productive energy counts in commerce as well as in agriculture is another phase of the same view. Business must be "as usual" and a little better than usual if the war is to be won well. But that business men also recognise the need for wise economies is brought out in the following further opinions on the subject:

One Call a Week Should Do

"Cutting down the number of calls by travellers should work out all right in the city" said Walter Lumbers of James Lumbers Co., Ltd., Toronto. "One call a week should be quite sufficient. In the country calls conditions are different, calls depend on trains, and are not made so often anyway. We have plenty of opportunity for economy in this direction in the city, and if the retailers would get into the way of ordering once a week they could get well supplied. They have only to pay for the goods once a month: why couldn't they order just once a week?"

From F. M. Sloan of John Sloan & Co., Toronto, a similar opinion was obtained. "Once a week is sufficient for any wholesale house to have to call on any retailer" he said. "That is for city trade. In the country perhaps a call once every two or three weeks would be sufficient, but there are exceptional cases to take into account."

"I do think that travellers are calling a little too frequently" said C. S. Parsons of Parsons, Brown & Co., Toronto. "It is possible that it might suit the retail trade if the travellers made their calls once every two weeks or even once every three weeks instead of once a week."

The Win The War Policy

"If the curtailment of calls by travellers on their customers will reduce the cost of living or in any way help to increase production of foods I am heartily in accord with the measure."

That was all F. C. Armstrong of Armstrong & Paffard Ltd., Toronto, cared to say about it, but he said it with a big win-the-war spirit, and if the measure should ever become law his firm's support would evidently be assured for it.

Welcomes Every Efficiency Move

A. M. Brooke, manager of the White Swan Spice & Cereals Ltd., Toronto, is an enthusiast for efficiency with the same spirit as was expressed by Mr. Armstrong.

"Any move that would tend to bring down the cost of business, that would not create any hardship or place any obstacle in the way of the manufacturer or dealer should be a good thing to the dealer and for the ultimate consumer," he said. "If these proposed regulations go through, and business profits are taken care of through war taxes, etc., it would seem to me that no merchant would have cause for complaint if the regulations are so framed as to call for closer management and greater efficiency on the part of all food distributors, thereby reducing the cost of doing business."

Mr. Brooke went into the matter with enthusiasm in favor of the development of greater efficiency throughout the whole food distribution business through the requirements of the Food Controller.

"While at first the restrictions imposed may seem irksome," he said, "I believe this Food Controller will come to be regarded as a blessing in disguise. It is going to set every manufacturer, every wholesaler, every dealer to closer attention to business with a view to economies of time and labor and materials. What if the government does during the war impose a tax (on profits over and above a certain legitimate and reasonable figure) for funds to win the war? The war tax imposed is not payable until the concern has attained a scale of profits which leaves an abundant return for the owners of it. If I show you how to make ten dollars and then take two of the dollars are you not still eight dollars better off than before? It is like that with the regulation of food production and distribution. Under the necessity of closer and closer scrutiny of business methods to meet the requirements of war time food control business men are developing greater efficiency to the vast benefit of their businesses. Some of the returns must go to the Government for war taxes, but what of that when the whole business is the better in earning power and profits then ever before? If the Food Controller were to require the closing down of a number of wholesale houses, the throwing of staffs of employees and travellers out of employment, causing them to have to live on their savings instead of investing them in war loans he would be defeating his own purposes and no one could approve But if the system of food control is to develop more and more efficiency, improving returns, effecting economies, and thus reducing the cost of living then it is beyond doubt a blessing."

Besides the views expressed particularly and quoted, CANADIAN GROCER heard a number of general opinions from various wholesalers which give a broad idea of the whole situation of travellers' calls as now under consideration by the Food Controller. The general ideas available on the subject are summarised roughly as follows:

Competition Creates Calls

Business has always been obtained by personal representation even from the very earliest times, but there was a time in Canada when the retailers in the cities and in many country points also were in the habit of sending in their orders or coming to the wholesaler for their supplies at regular intervals. That was before the days of big staffs of city travellers as at present.

With the growth of business and the vast increase of competition there came gradually into existence first the advisability in business interests of frequent personal calls on the retailer, and then the absolute necessity of calls, and still more calls. "Lest You Forget" was the motto of the traveller. There was always another traveller in the neighborhood to remind a retailer of another firm with the same goods to sell. Thus keen competition created the necessity for constant calls on customers.

As mere order takers the travellers might call less frequently; but they are more. They are salesmen. They have to introduce goods in competition with other firms' goods. They do in person what the advertisement does in print—persuade purchasing power. And the same competition which created the need for considerable advertising created the need for frequent commercial calls.

Fewer Calls Might Serve, But—

Since there was a time when the retailer—especially in the cities—was willing to send or bring in his order to the wholesaler, it is possible that strictly as a war measure of economy such a condition of business might be re-established. But to do so would mean a drastic curtailment of existing systems. Only by uniform compulsory reduction of travelling staffs bearing equally upon all firms in any line of business (as for instance, distribution of foodstuffs) could there be any immediate advantage in economy of time and labor, and the expenses of doing business.

Voluntary measures attempted by the food distributors in co-operation would produce gradual results too slow to make any advantage appreciable to the country unless the war is to last for many

(Continued on page 32.)

Merchants and Paper Get Together

"Buy at Home" Campaign in New Westminster, B.C. — People Told in Plain Terms Who the Home Merchant is—Names of Merchants Appear in the Advertisements

"Without the corner grocery, without the general store at the cross roads, without the hardware store on the main street, without the haberdasher, the bookseller, the printshop, the sanitary engineer, and the dry goods and department store of every thriving country centre, the whole commerce of Canada would inevitably decline. Not only the individual, but the community, and the whole nation benefit by the buy-at-home policy."—Editor's Note.

WHEN a "Buy at Home Campaign" is organized as has been done in several cities and towns in Canada, community interest is focused on the home merchant. The New Westminster "British Columbian" did this recently asking in great black type the plain blunt questions: "Who is the home merchant?"

As if that were not straight enough, the next line, almost as bold, repeated the question reversed thus: "The home merchant—who is he?"

What a Buy at Home Campaign Does

That is the very essence of a buy-at-home campaign. It sounds too simple, but the plain truth is there. The people continually under the bombarding influence of the mail order catalogue actually begin to forget who is the home merchant.

When they want to buy anything they think first of the merchant whose name they have continually in front of them—the mail order merchant whose catalogue hangs in their kitchens, or adorns their boudoirs. They have to be asked out loud "Who is the home merchant?" before they begin to think of the home merchant at all.

If the mail order man had got in only a little more work the question might have to be "Have you a home merchant?" For the natural outcome of the causes that make a Buy at Home Campaign necessary is to abolish the home merchant entirely.

However, by that time probably the community would have dwindled to a select few mail order house patrons whose incomes arrived also by mail, who studied their mail order apparel in mail order mirrors, whose mail order pants polished mail order chairs, who paid mail order bills with money orders by mail, whose small change was mostly postage stamps which now and then found their way into the mail order plate at church where the one home product—the sermon—was listened to from mail order pews and delivered from a mail order pulpit by the light of mail order electric fixtures.

Who the Home Merchant Is

How much more healthy read the real answers to the real question "Who is the home merchant?" as they appeared in the "British Columbian," of New Westminster. The page from that paper is here reproduced, but as the type is small through reproduction, the answers are given in ordinary type for you to study. They may be useful in your own community. Here they are:

Who is the home merchant?

He is the man who gives you credit when you find it convenient to get it, and carries your account when you are unable to pay.

He is the man who gives you back your money or makes exchanges when you are not satisfied with what you have bought.

He is the man who stands back of his guarantee, and makes good any loss you may think you have sustained on goods bought from him.

He is the man who meets you at the door with a handshake, and lets you out with a message to "the kids" and a real "come again" goodbye.

He is the man who takes a neighborly interest in you, your family and your affairs.

He is the man whose clerks live in your home town, and spend their money with you and other people of the city.

He is the man who pays heavy taxes to help support the schools, build and maintain the streets, police and fire departments, and other public institutions. He helps to support the churches, hospitals, and charity organizations.

He is your home merchant, your neighbor, your friend, your helper in time of need.

A Supplement to Advertising

These are the answers to the ques-

THE BRITISH COLUMBIAN, NEW WESTMINSTER, B.C., MONDAY, NOVEMBER 12, 1917

"Trade at Home" Announcement No. 10

Who is the Home Merchant?

The HOME MERCHANT--who is he?

He is the man who gives you credit when you find it convenient to get it, and carries your account when you are unable to pay.

He is the man who gives you back your money or makes exchanges when you are not satisfied with what you have bought.

He is the man who stands back of his guarantee and makes good any loss you may think you have sustained on goods you bought from him.

He is the man who meets you at the door with a hand shake and lets you out with a message to "the kids" and a real "come again" goodbye.

He is the man who takes a neighborly interest in you, your family and your affairs.

He is the man whose clerks live in New Westminster and spend their money with you and other people of the city.

He is the man who pays heavy taxes to help support the schools, build and maintain the streets, police and fire departments and other public institutions. He helps to support the churches, hospitals and charity organizations.

He is the HOME Merchant—YOUR neighbor—YOUR friend—YOUR helper in time of need

Don't you--or won't you--realize that every dollar you send out of town goes to strangers who never spend a cent here?

Be Fair to the Home Merchant—your friend and neighbor--buy in New Westminster at all times

The following merchants, banking and other business interests of New Westminster are in hearty accord with the "Buy at Home" movement and have pledged their co-operation and support towards the success of the campaign

MERCHANTS BANK OF CANADA
T J. TRAPP & CO., LTD.
MERCHANTS LIMITED
M J PHILLIPS
RIDLEY KENNEDY, LIMITED
GORDON & WALTERS
JAMES & McCLUGHAN
THE T H SMITH CO., LTD
W S COLLISTER & CO
ROYAL BANK OF CANADA
REID & McDONALD
KENNEDY BROS
KELLY, DOUGLAS & CO., LTD
HYSLOP HARDWARE CO
THE COLUMBIAN CO., LTD
WALTER ELLIS, JEWELER
J H TODD
THE MODEL GROCERY
C A WELSH, LTD

NEW WESTMINSTER CAN SERVE YOU BEST

Those wishing to join in this movement can get all particulars at the office of the British Columbian

The New Westminster British Columbian has been publishing a series of page advertisements under the heading, "Who is the Home Merchant?" of which series the above is No. 10. This is fine enterprise to promote local community trading. Retailers in other towns should encourage their local newspaper to follow suit.

tion as given by the "British Columbian." You won't need a magnifying glass to read them as reproduced in the illustration, and the larger type with its important reminders you can easily read.

Names of merchants of New Westminster were listed below as you can see. This is the method used in many Buy-at-Home campaigns. The idea is to remind citizens of the existence of their home merchants in association with the big Buy-at-Home principle. The collective effort has an appeal apart from the ordinary publicity value of each particular name in print. It is not a substitute for regular advertising. It is a supplement to it.

Help for the Home Merchant

A Buy-at-Home campaign becomes necessary in many a Canadian country centre because the home merchant sometimes needs help. He always needs support, the support of his own community's purchasing power. He never asks or needs help from outside sources. His own circle is sufficient for him. He is just that much superior to the mail order man.

But the mail order man can sometimes get past even the best of home merchants. For the sake of a pretty picture on a printed page with a price in plain figures below it people pass their own home merchants by every day in the week, Sundays included. Hundreds do it. Thousands do it. And as a result the home merchant every here and there has a hard row to hoe.

The menace of the mail order catalogue is ever at his elbow. His heaviest competitor is light enough for a little girl to carry home from the mail-box, but mighty enough to break many a striving country merchant in a very few months.

A Big Gun in Buy-at-Home Campaign

In the ordinary everyday matter of helping the home merchant keep his name in front of his community by advertising himself and his wares the home printer and the home paper help the home merchant. But when there is a real fight on—a real attack on the mail order menace, captained and organized for victory, then the home paper becomes a big gun in the battle, and does big work.

The home printer who runs the home town paper is a home merchant himself, and a hardy fighter when it comes to a real scrap—printed matter against printed matter. In the Buy-at-Home campaign he's out to beat the mail order catalogue in the interests of his community. The home town printer is one of the first men to realize that the welfare of the home town grocer, and haberdasher, and dry goods merchant, and hardwareman is inseparable from his own welfare. Men in other employments in a small city may not realise the fact so quickly. But the home town printer does realise it, and this makes his help so loyal and so vigorous in a Buy-at-Home campaign.

Campaign Costs Merchants Little

The home town printer who runs the home town paper is often ready to supply the ammunition and fire the big gun of Buy-at-Home publicity at trifling cost to the home merchant. This was the case in Brantford, Ont., only recently. Regarding the Buy-at-Home campaign there J. A. Powell, business manager of the Brantford "Courier," writes:

> "Our Buy-at-Home and Boost-Brantford series ran twice a week, Wednesday and Saturday, for two months, and was almost entirely in the nature of a gift to the local merchants. The "Courier" has been warmly commended by many of the merchants for this effort."

This shows how newspaper and merchants may get together for their mutual good, and the great good of their community and country. The Brantford Buy-at-Home campaign will form the subject of the next article in this series on the importance of the home merchant, and how he can be aided in his important function in furthering the prosperity of Canada and Canadians.

BUSINESS PROSPECTS BRIGHT

Merchants Review Prosperous Year, and Speak Optimistically of the Future

Reports regarding the trade during the year continue to come in, and there is maintained throughout an almost unanimous chorus of satisfaction regarding the business condition of the past year and the prospects of that to come.

Jos. O. Tingley, Fredericton, N.B., writes in a rather pessimistic strain. Christmas business was only fair, and the year's trade has hardly compensated for the increased costs of goods. Credits are slow, and in his opinion the prospects for the coming year are only fair.

An Optimistic Note

G. Adams, Windsor, Ont., writes in a different tone. His Christmas trade has shown a most marked improvement over that of the previous year, and the general year's trading was almost equally satisfactory. Credits he reports as very satisfactory and notes that he is looking for a very good year to come.

F. E. Barnes, Oil City, Ont., notes a greatly improved holiday and general year's trade, with credits very good. He is inclined however to look a little doubtfully on the future.

Monroe Wigle, Kingsville, Ont., reports better holiday trade than usual with a somewhat improved trade during the year. The improvement he attributes to the success of the farmers during the past year.

Alberta Merchants Cheerful

Clement Ltd., Vegreville, Alta., reports a very good Christmas time, stating at the same time that this trade was largely in necessities. The year is reported as satisfactory, and has shown an increase over former years. While the merchandize costs more, it also sells for more, and one clerk can handle a very considerably increased volume of cash. Business is good they believe because the rural customer has plenty of cash.

Rennison Bros., Athabasca Landing, Alta., report the best Christmas trade since they have been in business, a 30 per cent. increase over former years. They report that the section is a new one and that the farmer is just getting to the money-making stage, as a result credits have been better than in former years. The prospects for the year are, they believe, very bright.

A Wholesaler's Opinion

The Keenleyside Oil Company, London, Ont., report a very satisfactory increase in business over that of the previous year.

"We think business conditions fully as good as in the previous year. As to credits we have found accounts fairly satisfactory during the year. We of course made some losses like all other firms but on the whole we are quite satisfied. We are looking forward to an even better year in 1918. Of course last year we have pushed business more energetically, having had additional lines and extra salesmen, which of course will account largely for our increased turnover. Prices too have been higher, which of course would swell the total. But taking it all through it has been much ahead of 1916."

SOME DIFFICULTIES IN GETTING SUPPLIES OF MARGARINE

Cottonseed Oil Too, is Not Too Plentiful and May Become a Disturbing Factor

Importers are in many instances experiencing considerable difficulty in getting shipments of margarine from across the line. Some companies who limited the amount applied for in their licenses have found it very difficult to assure themselves of a supply. Others who have asked for large amounts have had these amounts curtailed. The same difficulty presents itself to the manufacturer. Imports of cottonseed oil are comparatively limited, and there is little likelihood that they will be greatly improved. It is pointed out that Britain is a very heavy user of cottonseed oil, and she unquestionably has the first call on the available supply. Were transporation facilities of the best it is quite possible that Canada would find some difficulty in getting enough of the product to meet her needs, and certainly might be expected to find some difficulty in getting supplies to materially enlarge the requirements of other days. As matters stand, however, it is not possible for the United States to get the whole of their exportable surplus of oil across the Atlantic, and consequently Canada profits by the fact. It appears however as though there was a limit to the amount of both the finished and the raw products of margarine that are available for the Canadian consumer.

Winners of the Christmas Contest

ISLAND & BAMFORD, *Dundas Street, Toronto, were the winners of the first prize in Class A of* CANADIAN GROCER'S *Christmas Window Competition.*

The centre of the window was in pyramid form with one angle of the pyramid jutting out almost to the glass. This pyramid arose in successive steps, on which were displayed large bottles of olives, olive oil and soft drinks.

The base that slanted up to the pyramid from the floor of the window displayed a conventional pattern worked out in colored candies, nuts, fruit and similar lines. At the side of the window were rows of Christmas stockings, while the whole was framed with an arch of colored tissue paper; the lights striking this display from an angle set it out in sharp relief, and made it a most effective selling argument.

THE WINNERS IN THE CHRISTMAS WINDOW CONTEST

CLASS A

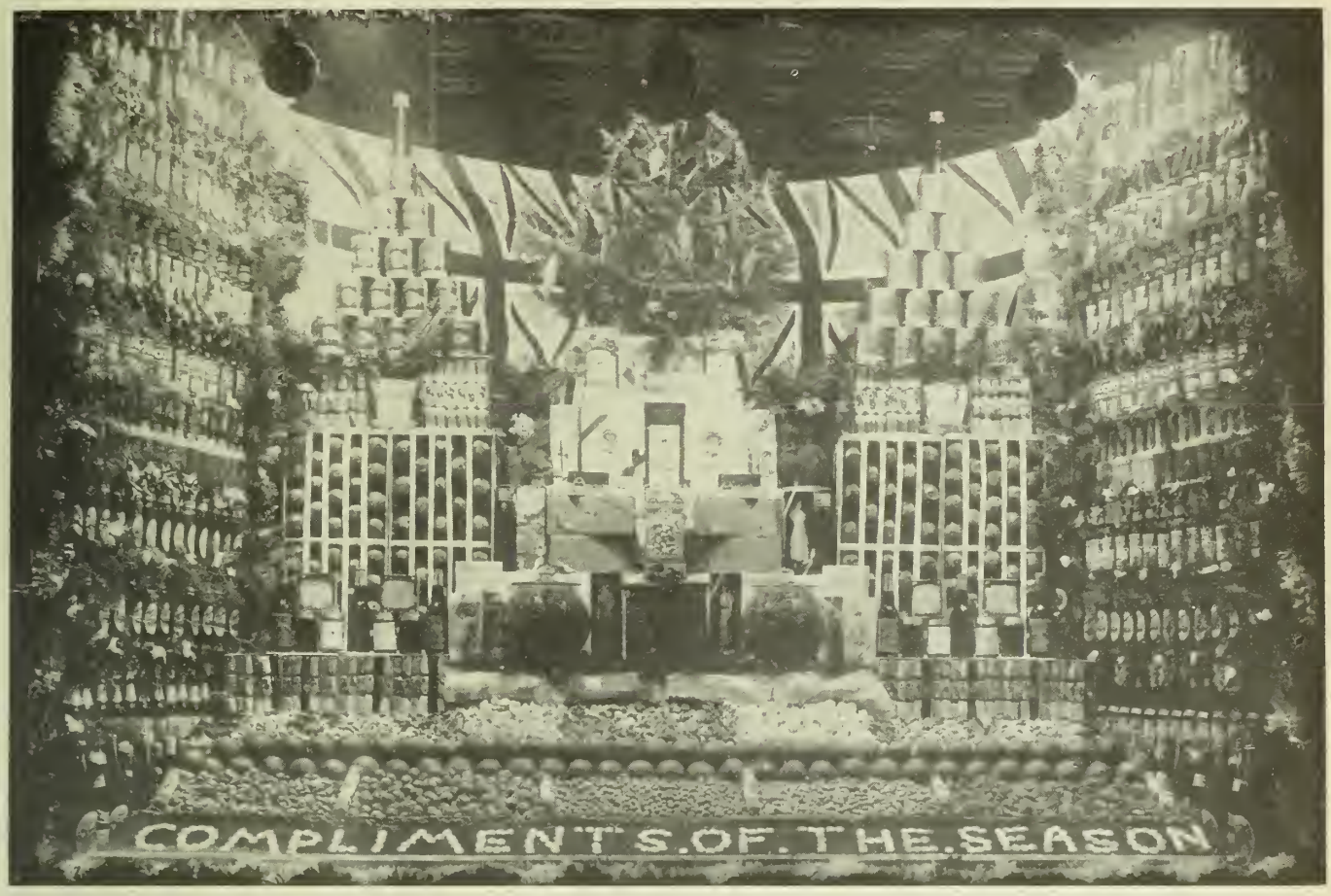
1. Island & Bamford, Toronto, Ont.
2. Marks, Clavet & Dobie Co., Port Arthur, Ont.
3. Harold Crone, The McLean Grocery, Moose Jaw, Sask.

CLASS B

1. Ernest Lawley, of J. F. Fumerton & Co., Kelowna, B.C.
2. MacEwen Grocery, Cobalt, Ont.

There was only a limited representation in Class B, and consequently only two awards were made. The windows illustrated herewith, along with other windows, will appear in the Fall Number, in time to be of service to the merchant in planning his Christmas window.

Winners of the Christmas Contest



THE window of J. F. Fumerton & Co., Kelowna, B.C., winners of first prize in Class B, was dressed by Ernest Lawley. It was trimmed with bunting with three bells hanging from top. First, a row of package dates, then a row of currants with compliments of season printed in with peppermints, then a row of bulk figs, a row of nuts of all kinds in the shell separated with Xmas crackers and a row of oranges at the back. Next, a row of assorted candies separated with a spray of holly and a row of Xmas stockings. At the back a pyramid was built of empty boxes for the centre of the background and trimmed with two glass jars of shelled nuts and a jar of cranberries in the centre. The rest of pyramid was of fancy boxes of chocolates of assorted sizes. At the top was a small decorated Xmas tree. The sides of pyramid were Xmas crackers, jars and comb honey and bottles of maple syrup and two cases of oranges, and on top were Xmas crackers and a fern in the centre, and at the back a pyramid of canned fruits. A big flag formed a background for the whole display.

The Case for Bulk Goods

American Manufacturer, With Large Interests in Canada Strongly Champions Bulk Goods as Opposed to Packages

IN several issues of CANADIAN GROCER a good deal of attention has been devoted to the case of package goods. Many merchants have been quoted, many of whom have been strongly in favor of this mode of merchandising. There is another side to the question, however. This side is very ably presented by W. G. Sherer of the Sherer-Gillett Company, Chicago, and CANADIAN GROCER is glad of the opportunity of presenting this viewpoint to its readers.

"Why should a woman object to paying 10 cents a pound for corn meal? When she buys it in a nicely lithographed pound package, she knows it must be pure and clean. She has been taught to believe that nothing unclean goes into a tightly sealed package. If the meal is unclean, the careful maid in the kitchen will surely notice it when the package is opened.

"Then, again, each package bears the name of the manufacturer, which makes it absolutely impossible that the package should contain anything but the very best. It is not necessary for her to weigh the contents of the package because it tells on the package just how much weight there is net in goods.

"Notice how all this saves time and labor. The woman did not have to look at the goods or see them weighed. The grocer did not have to look at the goods when he bought them—nor weigh them out when he sold them. Certainly this is a great saving of time, labor and thought. No brain work necessary. But was money saved as well as time and labor? In a drawer in his counter the grocer had corn meal in bulk. When the lady customer objected to the ten-cent corn meal in the package and demanded the article in bulk, he sold her five pounds from the drawer at seven cents per pound, a saving of three cents per pound.

"It happened that this lady had found and read the report of Mayor Mitchell's Food Supply Committee, made public in 1915. She had noted the statement that 'It will pay you to break yourself of the package habit. There are many foods sold now in packages only that your grocer will be glad to carry in bulk as soon as he knows that you and his other customers want them.'

"It is also true that the grocer has in stock many foods where consumers can choose between the package or bulk and by buying by the pound save money besides seeing the goods when buying them. Mayor Mitchell's committee was not the first body of men to pronounce in favor of bulk foods. There is probably not one state pure food official in the country who does not know that it is possible to store bulk foods in a wholesome sanitary manner and this because very many states have laws requiring the protection of these bulk foods.

"It is, therefore, the duty of the food officials to see that the provisions of these laws are carried out—and more than one official is on record as saying that having to a very great extent assured the purity of foods, their present task is to enforce the laws requiring cleanliness.

"Commissioner Barney of Iowa says in Bulletin No. 20, June, 1917:—

"'A few years ago it was frequently a necessity to buy many staples in package form in order to secure a safe and wholesome article; however, better methods of manufacture and storage, more sanitary stores and more intelligent handling, and the requirements of the pure food and sanitary laws have corrected many of the evils of the past. The purchaser may now feel safe in buying clean, wholesome bulk goods from the stocks of most Iowa merchants doing a good volume of business.'

"Over against this statement of an authority, read what Harold C. Lowrey says in a recent issue of 'Printers' Ink':—

"'At one stroke Canada will slide back to the dark ages of open barrels and dust-catching boxes just because one man became enamored of the idea that packaged goods were responsible for the exorbitantly high cost of foods.'

"With this panicky statement which appears to be based on lack of information—read the calm unprejudiced statement of Commissioner Frary of South Dakota:—

"'The use of more or less expensive packages, labels, etc., in order to carry goods from the manufacturer to the consumer without rehandling, necessitates additional expense which the consumer must pay. In case of many of these articles, I think it quite unnecessary that they be handled exclusively in package form and believe that with the use of proper equipment and the exercise of a reasonable amount of diligence on the part of the merchants and clerks in caring for their stock, a large share of the food could be handled in bulk and sold to the consumer, consequently, at a somewhat lower price.'

"The 'Chicago Journal' is not noted for extravagant statements, yet it says editorially, on November 19:—

"'The increase in the cost of living is driving out "package" and "wrapped" goods, and bringing back the days of bulk purchases in the simplest possible containers.'

"One of the serious questions presented to the retail grocer by the necessity of food conservation has to do with the packaging of foods.

"The situation requires careful study. In just the same manner that he takes up the matter of delivery of goods, the shortening of credits, or the adoption of the cash basis—so he should, for his own and his customers' sake, study into this question of the packaging of goods.

"Why is this corn meal packaged?

"Why should I be asking my customers to pay me 10 cents per pound for corn meal?

"What argument can I find for taxing the consumer 10c a pound for an article which I can handle equally well in bulk and can sell at 7 cents per pound from a sanitary container?

"Isn't it my duty to tell my customers that they should buy corn meal and many other things in bulk?

"Do I get my proper share of the 3 cents per pound, forty-three per cent., difference between the bulk and the package price?

"Am I giving the consumer and 'Uncle Sam' a square deal by pushing this packaged article at 3 cents per pound, forty-three per cent., above the price of the bulk article? If neither the consumer, nor 'Uncle Sam,' nor I myself profit by this packaging who does?

"The duty of the retail grocer at this time is to face and work out the problem of packaging.

"He should do this because first and foremost he can make more money by handling bulk goods—and can handle them in a perfectly sanitary and satisfactory manner.

"The second reason for handling bulk goods is that he can give the consumer more goods of equal quality for the same money.

"The grocer has a great opportunity right now to prove to his customers that he is their friend. He can prove it by showing every woman buyer that she can save 43 per cent. on corn meal by buying it in bulk instead of package and he can demonstrate considerable savings on many other bulk goods in his stock.

"Savings—rigid economies—are necessary. We shall never return to or even approach the old unsanitary ways of handling bulk groceries but all signs point to a swing of the pendulum away from extravagant and unnecessary packaging and toward sane, reasonable necessary packaging and most certainly toward the sale of many more groceries in bulk."

REGINA MADE SOAP ADVANCES

An advance of from seven to twenty per cent. in price occurred in soap products of the Young Thomas Soap Company, located at Regina. W. A. Schwartz, manager of the company, told CANADIAN GROCER that the advance was made necessary by the increase in cost of chemicals, paper, and all raw materials entering into the manufacture of soap products, and was in common with the general advance in soap prices everywhere. It is not anticipated that the advance will affect the price of soap to the consumer materially. The company has under consideration the putting on the market of a new article in the form of a cleanser.

An attractive Orange Display Window that also features other lines.

Shortening Taking the Place of Lard

S. E. Anglin, of the Harris Abattoir Co., Toronto, Gives Some Information as to Vegetable Oil Shortenings and the Methods of Marketing

AT a well attended meeting of the Toronto Advertising Club held in the St. Charles Hotel, Tuesday noon, S. E. Anglin, manager of the shortening department of the Harris Abattoir Company, West Toronto, spoke on the subject of the "Marketing and Advertising of Domestic Shortening."

"Mr. Anglin gave a brief outline of the process of manufacture of the product, pointing out that it was made of white purified and deodorized cottonseed oil, with just enough oleo stearine—a product of beef fat—to give body to the oil. Mr. Anglin outlined the development of the product to meet the need of a cheaper shortening than lard, and pointed out that it had formerly been marketed only to lumber and mining camps and similar places but since had so grown in favor that it was used in many of the best households of the land. He claimed for it a greater economy than was to be found in animal shortening. In speaking of the way in which the product had been marketed, Mr. Anglin laid stress on the fact that the bulk of the work of introducing the product had been in the hands of the travellers of the company, who had introduced it to the merchants and had convinced them of its value. They in turn had brought the product to the attention of the housewife.

They had done some little advertising, mainly in street cars, and through the newspapers in certain sections of the country. It had been their experience that they had not received better results in those sections where they had used the newspapers than in those sections where they had depended entirely upon their travellers to introduce the product.

At the conclusion of the address, some questions were addressed to the speaker. He was asked if the use of vegetable oil shortenings had not resulted in an overplus of lard. Mr. Anglin replied that it had not, because much lard was imported from the United States, in any event, while there was a very notable decline in the production of hogs of recent years and hence a falling off in the supply of lard.

In answer to another question Mr. Anglin stated that in his opinion advertising in newspapers must be done consistently for months and years at a time, and if so done he had no doubt it would result favorably. But he did not believe that advertising in newspapers for a month or two or three months would be effective.

Asked regarding his opinion of the trade press as an advertising medium, Mr. Anglin stated that in his opinion it was a very effective way of reaching the merchant.

UNITED FRUIT CO. OF N. S. HAS LARGE HOLDING OF APPLES

Estimated 100,000 Barrels Still in Province, With Above Company Holding Large Percentage

The United Fruit Companies, the co-operative concern that controls ordinarily about half the apple crop of Nova Scotia, finds itself in a somewhat delicate position, though the events of the next six weeks may show the management to be all right in their policy. The rules of the organization provide that a co-operative member must pay to the fruit company the sum of ten cents a barrel if he sells outside. The buyers from Ontario came down in force and offered prices which the growers accepted even at the cost of ten cents per barrel for not selling to the United Fruit Companies. This cut down the company's control of the crop from 50 per cent. to about 30 or 40 per cent. Now while the individual growers are pretty well cleaned out the United Fruit Company has a proportionately large quantity of apples on hand, and the demand has fallen off. Transportation facilities are against shipments, cars are scarce and the weather has been too severe for export in safe conditions.

The growers who sold to Ontario got $3.00 a barrel and the company now does not want to take less but have to keep their apples on hand. The fruit will retain its good condition for some time, but the price will probably have to come down. The apples in the valley to-day are probably about 100,000 barrels, not more than usual at this time of year, but there is no English market as there always has been in the past ready to take the hard varieties that come in the late season.

"CASH AND CARRY" IN BROCKVILLE

Several Brockville merchants have recently adopted the "cash and carry" system and a lower price on grocery commodities is expected to result. A slightly higher price is charged on a parcel if delivered. It is said that the order taking and delivery system of merchandising in Brockville costs the merchants, and indirectly the consumers, not less than $25,000 a year.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Phone, Main 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION: Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, JANUARY 18, 1918 No. 3

EDITORIAL BRIEFS.

THE Mechanics' and Workingmen's Board of Chatham, Ont., have been doing a little thinking on the matter of the cost of delivery of milk and as a result have evolved a scheme of distributing milk from certain depots in the city, and by so doing saving the heavy delivery costs. The depots have been established in grocery stores, and according to their own report they have been able to affect a considerable saving in this way.

* * *

THE conservation of coal movement is hitting some of the Ontario towns. St. Mary's has passed an ordinance restricting the hours at which stores may be open to from 8.30 a.m. to 5 p.m. and 9.30 p.m. Saturdays. Some Lindsay stores have also decided to adopt the same measure and will open at 9 a.m. and close at 5.00, except on Saturdays. This will continue for a period of two months. Won't that be Heaven for the junior clerk.

* * *

AND now the price of the 2½ per cent. has increased. It would seem as though the whole world were conspiring against those thirsty johnnies who have to make that 2½ feel as though it had a real kick in it.

* * *

THE women of Quebec City are now threatening to boycott margarine because they claim that it is high in price. We wonder are these ladies conversant with the initial cost of margarine and the difficulty that is experienced in getting a supply for Canada. Of course the people who demand cheap margarine can get it, but it is impossible to get a high-grade product at a low-grade price.

NEEDED—A JUST UNDERSTANDING.

AS THE charges against the packing companies are among those things that will not down, it is interesting to note the way in which the *Financial Post* justifies the attitude it has adopted in defending these concerns. It would be hard for anyone to gainsay the force of the argument noted herewith:

"The packing companies were called upon, owing to war conditions, to greatly increase their output. As the result they made big profits. But they made these profits not as the result of any larger margin on turnover but because the increased business permitted a greater net return from the fact that the proportion of overhead expense was much smaller. If a business with $100,000 turnover made $10,000 profit after paying $20,000 expenses the profits on a turnover of $300,000 would not necessarily be $30,000 but probably $60,000, as there would be a comparatively small increase in expenses to handle the greater volume. So it was with the packing companies on a different scale but a similar basis.

"Further, there was a national obligation upon the packers to increase their output to the limit. The military efficiency of the Empire demanded it. A hog in a Canadian farmer's back yard was of little benefit to the boys in the trenches, but that hog, transformed into bacon, represented one of the most highly concentrated forms of food. The prices which were paid for Canadian products were in competition with other bacon-producing countries. What should the Davies Company have done? Already the plant had been offered to the Government for national operation. Should then a higher price have been paid for the hogs or a smaller price accepted for the bacon, or should the company have paid lavish operating expenses to reduce profits? Had this big company overbid the hog market other smaller packers would have been seriously handicapped if not put out of business. Had it offered to sell for less the smaller concerns would likewise have suffered.

"Again, we believe that from the standpoint of national prosperity the packing concerns have been a very important factor. It was because these concerns were able to transform pork to bacon of first quality that Canadian hogs became so valuable. The hog raiser has been the individual getting the great benefit of the rising market and this has played a considerable part in Canada's prosperity. The fraction per pound going to the packers has meant nothing to the farmer as compared with the advance made possible through their activities. High prices for bacon or any other agricultural product of which we have an exportable surplus should never be anything but a benefit to the Canadian producer and therefore to Canada as a whole."

Current Events in Photograph—No. 3

Helping to Relieve the Coal Crisis

IN addition to the difficulties of transporting fuel on account of the rail congestion intensified by the recent snow and very cold weather, the fuel administrators have to contend with frozen coal which must be thawed out before it can be dumped from the cars. A plan to thaw out the coal lying in the yards has been devised, that of thawing with live steam which is forced by means of pipe and hose, into the heart of the frozen "black diamonds."

AMERICAN CANNERS CAN PUT UP BEANS TO 25% OF REQUIREMENTS

The United States Food Administration is sending a letter to canners of beans, giving them a permit to can 25 per cent. of their pack of white and colored beans, as indicated in the estimates of their requirements up to March, 1918, which were recently submitted to the Food Administration.

The canning of beans was prohibited pending a survey of the available supply of tin plate. This survey has disclosed that there will soon be released sufficient tin plate to relieve the present situation, but the Food Administration deems it wise to limit the use of it until there is assurance of an adequate supply of the materials necessary for its manufacture. The present permit will enable the canners to reduce their accumulated stocks and relieve the financial strain. The canners are warned, however, that it should not be taken as a precedent and they are advised to consider the future with caution.

PEANUT PRODUCTION IN 1917

The United States Department of Agriculture has issued a statistical statement regarding the peanut crop for 1917. The total production of peanuts in thirteen States for 1917 is 60,222,000 bushels compared with 35,324,000 bushels in 1916. The 1917 crop is valued at $105,000,000 as compared with $42,462,000 brought by the 1916 crop.

GOVERNMENT WILL STORE WHEAT

The Board of Grain Commissioners for Canada has ordered the Grand Trunk Pacific Railway to divert to the Government elevator in Transcona, Man., all wheat shipped from points on that railway west of Winnipeg. This order applies to all wheat moving eastward on that line. The wheat is being stored at Transcona for account of the Wheat Export Co., Ltd., which will pay a diversion charge of one cent per bushel in addition to the fixed price for all wheat so diverted.

FIRE IN WESTERN GROCERY PLANT

Short circuiting of electric wires was the cause of a blaze which broke out in the wholesale warehouse of the H. G. Smith Company, wholesale grocers, Regina, at noon Friday, January 11. The fire was confined principally to the elevator shaft. The building was filled with smoke but the damage from this source to contents is not large. Total damage is estimated at less than $5,000. H. G. Smith, president of the firm, is absent in the south, where he is spending a few weeks.

Grocers Have Benefits Thrust on Them

Reform in Hours, Service, Delimitation of Deliveries to Reasonable Bounds Now Being Legally Enforced

By Henry Johnson, Jr.

HERE'S a pertinent inquiry to which I have an answer handed to me ready made:

November 25, 1917.

Mr. Henry Johnson Jr.,
Care Canadian Grocer.

Dear Sir:—There is considerable agitation at the present time over the question of cash and non-delivery. We have always been firm believers in the credit system, with a legitimate amount of service, but the housekeepers in some instances are taking this matter up rather insistently and are asking for a difference in price where they pay cash and carry their purchases home.

We have never considered going on a cash basis, and do not believe that it would be to our benefit to do so at the present time, but there is no doubt that customers who carry their purchases are entitled to some concession in price.

Some merchants here are attempting to meet this question by having two sets of prices, making one delivery a day and charging extra for all small deliveries or for more than one delivery each day.

We believe that we can best meet this condition by maintaining our regular margin of profit, and giving those who wish to pay cash and carry their purchases a percent. of profit off our regular price. We know, of course, what our delivery expenses are; but we do not feel that they would be entitled to the benefit of the entire cost of delivery figured from a per cent. basis, as in many instances trips would have to be made over the same routes on which these people live just the same.

We have had no experience in this matter, and if you give us any suggestions, especially as to the discount they will be entitled to, we will be very grateful.

Yours truly,

Modern Market & Grocery Co.

A speaker at a recent mass meeting called by the Food Administration said some interesting things. Some of them were exaggerated and overdrawn, but all held such element of truth as to make them worthy of thoughtful attention. Here are samples:

"This nation is at war.—Some things formerly regarded as matters of course must be changed. You grocers have run things in a haphazard, go-as-you-please fashion. You have gone to market at 3, 4 or 5 o'clock in the morning and opened your stores before daylight. You have remained on the job until 11, 12 or 1 o'clock at night—and when at such hour you have timidly doused your lights and crawled to your weary couch, you have been unable to seek immediate rest because you have wondered whether the other fellow, a few doors down the street, was still on the job! Not a bit of sense or reason in that. Not a real need for it anywhere. You have done it because of your inability to get together and mutually set some reasonable bounds to your labors. Not the least of the several blessings this war will bring to Canada—and to you particularly—will be that those desirable things which you have failed to do voluntarily you will now do because you HAVE TO!"

Prepare for Things to Come

The speaker said a lot more of credit abuse and other things; but what I have quoted, if read carefully and reasoned to its logical conclusion, will furnish most of the answer to numerous questions to which we are going to become accustomed in the immediate future. What we have done in the past counts only so far as it has been the wisest and best to do. The wise merchant to-day must look to the future and do his best to forestall summary changes which otherwise will surely upset his business.

Like my correspondent, I have always been a firm adherent of the credit system. For the present, individual credit, extended and carried within reasonable limits, is not going to be interfered with But the Government urges one thing which seems to point unmistakably to a later command that we eliminate credit entirely, for it says:

"Sell substitutes for the foods on which there are restrictions; sell them in bulk, in quantities as large as fairly fit the needs and circumstances of your customers; and sell them for CASH.

To-day that is a hint. To-morrow it may be a requirement to which we shall have to conform. Meantime, the legitimate purchasing power of cash as opposed to credit is being emphasized far and wide throughout the continent—and the world— and many consumers are taking notice. That is where your demand for price concessions comes from.

Thus, when the time comes, as readily enough it may come, when man power is called more completely away from retail service and woman power must be spread more thinly over all work, the people will be fully prepared to receive the Government direction to abstain from credit giving or taking. For credit extension, reasonable or otherwise, consumes not merely interest or money, but labor—let us not lose sight of that factor.

What Concession Should be Made

The question then arises, as my correspondent says: How much shall we concede? First let us compute credit costs and delivery expense. It costs my friend probably all of 3 per cent, to deliver, figuring from the time goods are packed, checked and placed on the floor ready for the wagon. It costs him about 5 per cent. for credit. Maybe he will not agree to this last computation; but I think honest investigation, made with an open mind, will reveal its approximate accuracy. Together, then here are expenses of 8 per cent. It COSTS that much—why blink the fact?

Suppose that you divide with your cash-and-carry customers. Allow her 3 per cent. discount from regular prices if she carries her goods and has a charge account. Allow her 2 per cent. if she pays cash but has deliveries. Allow her straight 5 per cent. if she pays and carries. Make this allowance all the way through—on sugar as on potatoes; on kerosene as on coffee—for things will average out that way.

In this way you will be testing a system you have never favored under conditions not hitherto existent in such a way as to enable you to form accurate judgment as to whether it will fit your future business as things promise to be seen. Maybe you will find your business gradually turning over to the new way, working toward it by degrees so imperceptible that the change will be completed before you have much occasion to realize it.

A few figures will indicate with what seriousness the authorities may regard an average blanket saving of 5 per cent. to all consumers on food stuffs. For 5 per cent on $100,000 annual business means $5,000 saved to your customers. On 10 such businesses, distributing $1,000,000 a year, the saving would be $50,000. On $100,000,000 the economy would be $5,000,000. On a billion dollars of transactions, the saving would be $50,000,000. And, since the total distribution of foods in the United States equals all of $3,000,000,000 a year, the country would thus be saved $150,000,000.

Are the men who are guiding this government going to overlook any sum of $150,000,000 a year as things grow serious in the dark days ahead? You can judge as well as I can.

Treating All Customers Alike

Here again let me caution you to sidestep that old notion that your business must be shaped so as to treat all alike. Of course, you must do so in similar circumstances. Trouble is that, in our anxiety not to show partiality, we actually do show it—glaringly.

For example, the occasional customer, who gives you a lot of trouble for no regular trade, now receives the same painstaking service you accord to those who feed your business with their entire orders. In fact, the occasional one often gets the better service—in your

(Continued on page 33.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

J. T. Carr, general store, Hartland, N.B., has been burnt out.

Hamm Bros., manufacturers of biscuits, etc., St. John, N.B., have been burnt out.

John McLeod, a native of Pictou, N.S., but for many years a resident of Dalhousie, N.B., where he conducted a general store, died this week after a short illness.

Officers of the Fredericton Board of Trade have been elected for the coming year as follows: president, H. S. Campbell; vice-president, J. A. Reid; treasurer, J. M. Lemont; secretary, R. H. Simonds.

T. H. Estabrooks, of Red Rose tea, was elected president of the Rotary Club in St. John at the annual meeting this week. Mr. Estabrooks was also made vice-president of the St. George's Society on the following evening.

The fleet of self-propelling barges used by the Northern Griffiths Co., Ltd., on their dredging operations in Courtenay Bay, St. John, has been purchased by the Sugar Products Company of New York and will be remodelled and refitted to adapt them for the molasses carrying trade.

The application of the Booth Fisheries, Limited, for certain concessions in consideration of their establishing a large sardine packing plant at St. John still is before the city council. Meanwhile, J. Fred. Belyea, who was before the council with a similar proposal last year, is urging that his proposition be given equal consideration if not precedence.

Quebec

J. E. Hawkins, of D. Hatton & Co., has been confined to his home from the effects of a severe cold.

A. D. Fraser of Fraser, Vigor Co., has been confined to his home by a severe cold but is improving and hopes to be back at his desk in a few days. (

In a letter to D. Hatton & Co., a client of Cambridge, Md., stated that "We have had navigation closed here before with ice but this freeze that is on now is a record breaker, unprecedented in our history. The river is frozen over solid about 14 inches thick and automobiles driving right across and up and down the river just the same as they would on solid stone roads, some taking their families out for a joy ride on the ice."

Ontario

J. H. Kelley, grocer, Ottawa, has suffered fire loss, insured.

J. R. Skinner & Son, grocers, West Lorne, have advertised their business for sale.

John Karley & Sons, general store, Sydenham, has dissolved partnership and closed out their business.

PROMINENT WINNIPEG CITIZEN MARRIES

On Wednesday, Jan. 16, George F. Galt, member of the war purchasing committee of Canada, member of the firm of

GEORGE F. GALT
Prominent Winnipeg importer and member of the War Purchasing Commission, who was married this week.

G. F. & J. Galt and president of the Blue Ribbon Tea Co., as well as many other activities, was united in marriage at Ottawa to Miss Muriel Maunsell, the only daughter of Brigadier and Mrs. Maunsell.

Mr. Galt was born at Toronto, March 1, 1855. He is a son of the late Chief Justice and Frances Louisa Galt. He was educated at Galt Collegiate institute, and went to Winnipeg in 1882, entering business as an importer of teas. Mr. Galt's home is at 460 Wellington crescent, Winnipeg.

A. J. Stewart, of Stewart & Hucks, grocers, Harriston, is dead.

Cummer & Son, manufacturers of carbonated and mineral waters, Hamilton, are discontinuing business.

W. S. Loggie, M. P. for Northumberland, N.B., and wholesale fish dealer and packer, has been in Montreal on business and has also gone through to New York.

F. D. Pepin & Co., Blind River, Ont., who were burnt out on August 1, 1916, have just completed their fine new two-storey concrete store. They have just moved into the premises, and will conduct a general store business as usual.

Robert Henry, who looks after the interests of the British Columbia Packers in Ontario, has moved from Windsor to Brantford where he will be located in future. His son, Stewart Henry, who is associated with his father in this business, accompanies him.

Western Provinces

Hahn & Sons, general store, Ferres, Sask., have sold out.

G. Washburn, general store, Carmichael, Sask., has been sold out.

A permit for a $500,000 building has been issued by Calgary to the Alberta flour mills. The complete plant will cost about $3,000,000.

F. A. Fraser has disposed of his grocery business at the corner of Lorne and Fourteenth Avenue, Regina, to J. J. Stevens of the Regina Trading Company. Mr. Stevens is succeeded as manager of the grocery department of the Trading Company by J. Connor, a former employee of the firm. Mr. Conner was in the grocery business in Ontario, but more recently was in business at Wolseley, Sask.

J. H. Curle, secretary of the Retail Merchants' Association of Manitoba, left Winnipeg last week for British Columbia to visit his father, who is seriously ill. While in British Columbia Mr. Curle will take advantage of the opportunity of conferring with the provincial secretary of the R.M.A. in that province. It is understood that Vancouver will endeavor to have the next Dominion convention held in that city.

GROCER BEREAVED

T. V. Hanway, traveller for the H. G. Smith Company, wholesale grocers, Regina, has just suffered the loss of his brother, Laurie Hanway, of Truro, N.S. This makes the fifth death in Mr. Hanway's immediate family circle within the past two months. Mr. Hanway's wife passed away at Regina about two months ago. Two nieces were killed at Halifax as a result of the explosion. On the morning that he left Regina for the East owing to the illness of his mother, he received a wire that she, too, had died. Since arriving in the East he has suffered the loss of his brother. Mr. Hanway has travelled on the main line West from Regina for the H. G. Smith Company since the formation of the company five years ago, and is well known in business circles throughout the West.

ST. MARY'S, ONT., ADOPTS EARLY CLOSING

The town of St. Mary's, Ont., has adopted an early closing by-law, with the idea of conserving both coal and electric energy. As a result of this by-law the stores of the town will remain open only from 8.30 a.m. to 5 p.m., except on Saturdays when the closing hour is advanced to 9.30 p.m. The by-law becomes effective Jan. 17 and will continue in force till March 17.

BRANDON, MAN., R.M.A. HOLDS ANNUAL MEETING

At Brandon, Man., on Thursday, Jan. 3rd, the following were elected officers of the Brandon branch of the Retail Merchants' Association of Canada.

Honorary president, R. J. Campbell, of Campbell & Campbell; president, J. M. Robertson, of Doig, Rankin & Robertson; 1st vice-president, J. B. Curran, Brandon Hardware Co.; 2nd vice-president, W. M. Sutherland, grocer; treasurer, W. A. Robertson, druggist; secretary, John Popkin, Johnson Hardware Co.

The Manitoba provincial officers were represented by J. H. Curle, secretary, who reviewed association matters and proposed legislation which has been submitted to the government and which will be considered at the forthcoming session of the Legislature.

A resolution was passed recommending the adoption by the province of a system of taxation to provide additional revenue by taxing net profits and surplus salaries. The members of the Brandon branch are opposed to the introduction of presumptive taxes. They are strongly in favor of equality and uniformity and consider that the province should start right now that a levy is about to be made.

The Brandon "Sun" was the recipient of some very complimentary remarks on the splendid series of illustrations and editorials appearing during the year dealing with the development of community spirit in the city of Brandon and the surrounding district.

J. H. Curle outlined the short course for retail merchants to be given by the Manitoba University Feb. 4-9 at Winnipeg. He stated that three prominent experts were coming from the South and that the very best business men of the province would co-operate in making this course of the greatest value to those attending. The Brandon executive offered to assist in getting a large representation from that city. The course was considered of great value and importance. They felt that the University should be well supported in this work.

The retiring officers were heartily thanked for their efforts during the year just closed. Efforts will be made to have the branch at Brandon the strongest in the Dominion in proportion to the total number of merchants doing business in that city. The prospects are the very best for a good year with the organization in Brandon.

DISASTROUS FIRE IN LISTOWEL, ONT.

Shortly after midnight on Sunday last a disastrous fire broke out in the business section of Listowel, Ont., and before it was under control had done damage estimated at $200,000. The zero weather and the fierce wind blowing at the time made fighting the fire a very difficult matter, yet the work of the firemen prevented the flames from making a practically clean sweep of the business section of the town. The biggest loser is J. M. Schinbein, owner of a department store, including a grocery department. Mr. Schinbein was the owner of the property as well as the stock, and his loss will be severe. It is partially covered by insurance.

Among the other sufferers was Bender's Grocery, whose stock and premises were completely destroyed.

NEW MONTREAL FIRM INCORPORATED

The Canadian-Spanish and International Products, Ltd., have been incorporated at Montreal, with a capitalization of $300,000 to carry on business as exporters and importers, dealing in dried figs, table raisins, glace and preserved fruits, Spanish onions, sardines, anchovies, in addition to tea, coffee, cocoa, spices and similar articles. The premises are at 303-307 Notre Dame Street West, Montreal, where a coffee and spice mill is being installed.

NOT OUR REPRESENTATIVE

A grocer on Bloor St., Toronto, states that a subscription representative from The MacLean Publishing Co. offered him CANADIAN GROCER for one year at subscription rate of $1.00.

This is to notify the trade that no representative of ours is authorized to give this or any other reduced rate to subscribers. There is only one subscription rate to a dealer and that is $3.00 per year. Market reports, window displays, important current happenings each week, advertising suggestions, etc., include a service easily worth more than the present subscription price. Hundreds of our readers testify to this. Retailers should not give subscriptions to anyone who has not the company's authorized receipt books.

CASSIDY GROCERY, MOOSE JAW, SASK., MOVES

The E. F. Cassidy Grocery, Moose Jaw, Sask., is on Jan. 30 moving from the old quarters on River Street to its new home in the old Mason & Risch store on First Avenue. An important announcement is made in connection with the change, to the effect that to those who carry home their purchases a discount will be allowed.

LARGE QUANTITY OF ONIONS SEIZED

Vancouver was surprised recently by the unexpected seizure of 300 tons of onions stored in that city by growers in the Kelowna, B.C., section. The seizure was made by R. Robertson, the British Columbia representative of the Food Controller, in the matter of fruit and vegetables, on telegraphed instructions from Mr. Hanna.

It is said that fully twenty-five per cent. of the onions had commenced to rot, and the seizure was made that they might be preserved for food purposes. The onions will be sent to an evaporating plant soon.

CANADIAN PRODUCE ASSOCIATION TO MEET IN LONDON, ONT.

The sixth annual convention of the Canadian Produce Association will be held at London, Ontario, on Tuesday and Wednesday, February 5 and 6. There have been many new factors entering into the provision trade as a result of war conditions, and the discussions on these subjects will, it is expected, be of great value to the produce handler. For that reason it is hoped and expected that there will be a very large representation of the trade at the coming convention.

TRAVELLERS' CALLS ONCE A WEEK

(Continued from page 21.)

years longer when no doubt voluntary patriotic effort on the part of firms of food distributors (without exception of course) would probably in time produce desirable results. The existence of any exception would ruin the whole effort This indicates the necessity for a compulsory rather than a voluntary measure should any attempt at economy in this direction be made at all.

That the traveller is a much appreciated factor in the organization of food distribution as at present carried on was indicated by the disinclination evident on the part of firms to welcome the idea of reduction of travelling staffs even if calls on customers are curtailed. That fewer calls might be made without reduction of business if every firm were making fewer calls, and if the retailers were careful in keeping tab of their requirements regularly, was a general opinion. But that firms could do with fewer travellers was not found expresed. In fact the idea of having the travellers oftener employed in the home office while released from the necessity of being out making frequent repeat calls was considerably favored in general opinions given CANADIAN GROCER.

Some Montreal Dealers' Opinions

Kearney Bros., Montreal, tea importers, when questioned on the matter how these curtailments would affect their travelling staff stated: "We anticipated the situation with regard to restricted traffic and have been able to persuade some of our customers to buy ahead somewhat where there was a likelihood of any trouble and do not anticipate any difficulties in the matter of our travellers' calls."

The John Duncan Co., teas, Montreal, stated: "The curtailing of traffic will be a good thing. There are too many travellers on the road now. May be necessary and if so can cover some towns by driving."

Gunn, Langlois & Co., Montreal, stated: It would not affect their travellers to any extent.

D. Hatton & Co., Montreal, wholesale fish merchants: We were of the opinion that it would not affect their travellers at all as they cover the larger points only.

BRITISH FIRM LOCATES IN LINDSAY, ONT.

The firm of Allen & Hanbury, of England, established in 1798 (better known as the Allenbury Milk Products Co., Ltd.) will establish a large branch in Lindsay, Ont. The construction of the plant will commence immediately on the former site of the Flavelle Cold Storage plant. A plant 60 x 200 feet will first be constructed and fifty hands will be employed at the beginning. This company has a world-wide reputation and there are no local or Canadian interests behind it. It is supported by unlimited British capital and manufactures children's preparations, fancy soaps, cod liver oil, malted milks, etc.

The firm will require 500 gallons of milk per day to start with in the manufacture of their preparations. The Lindsay plant will handle the Canadian and U.S. trade and after the war will manufacture for the South African and Australian markets. The firm spent $40,000 duty on goods entering Canada.

The Canadian plant has asked for exemption from taxation for a period of ten years. Lloyd Wood of Toronto is the Canadian agent for the Allen & Hanbury Co.

BUSINESS OUTLOOK

That the outlook in the grocery field for the season of 1918 is most promising is the opinion expressed by men in close touch with the grocery business throughout Saskatchewan. Business will continue good throughout the year dealers assert. Possibly buying is not so heavy just at the present owing to the fact that most merchants are fairly well supplied with the more staple articles. Business will be more healthy this spring than last on account of merchants and farmers having liquidated to a far greater extent than formerly and are consequently in a better position to meet their obligations. Having once experienced better times, merchants will not allow their business to relapse to the old state without an effort.

The market situation generally is regarded as being satisfactory, though it is believed that if the sugar situation is not relieved there is likely to be a great shortage in confectionery. The same applies to jams as manufacturers are not carrying over a surplus stock and the scarcity of tins is likely to affect the situation somewhat. Prevailing high prices and labor are also factors to be contended with.

Jobbers as a whole are well stocked up, and travellers report that business throughout 1918 is going to be good.

POSTAL INSPECTORATE WANTED AT REGINA

Hon. Mr. Blondin, Postmaster-General, is being petitioned through the Regina Board of Trade for the establishment of a post office inspectorate at Regina and the board recommends that J. McKinnon, assistant inspector at Moose Jaw, be transferred to Regina to take charge of the new inspectorate at this point. The necessity for this action is explained in the enormous loss of time in the tracing of parcels which go astray, and which require communication to and from business firms in Regina and the office of the inspector in Moose Jaw. It is pointed out that the time of Mr. McKinnon is even now almost wholly occupied with Regina business.

Alfred McKinnon, of St. John, who was a travelling representative for Gunn's, Limited, in Upper Canada before enlisting in a N.B. battalion, is officially reported killed in action on December 16.

Lieutenant J. V. Keirstead of the staff of T. H. Estabrooks Co., Ltd., who went overseas with the travellers' platoon of the 104th battalion, which he was largely instrumental in raising, and who won his commission in France, has been invalided home.

ALBERTA PREMIER CONSIDERS ARGUMENTS OF MERCHANTS AND CLERKS

At a recent conference held in Calgary, Premier Scott heard evidence regarding differences that had arisen between Calgary retail merchants and their employees regarding hours of labor and improved sanitation of the stores.

Consequent upon the adoption of a civic by-law calling for a Wednesday half-holiday and the enforcement of the Alberta Factories Act, considerable clashing has resulted. The merchants urged that the new legislation had acted in a discriminatory manner by only closing 10 per cent. of the city stores, thereby allowing the smaller stores unrestricted business upon the old schedule of hours.

It is also tended to drive business from outlying districts to the mail order houses of eastern cities and crippled local business. The clerks claimed that the new legislation was the dawn of a better era for workers, and that any withdrawal would be disastrous.

Premier Stewart promised the appointment of a legislative committee to visit Calgary, Medicine Hat and Lethbridge to collect evidence, and the government would act upon their report and revise the present Factories Act so as to remove all existing disabilities alleged by merchants, unless the merchants and clerks settled their differences amicably in the meanwhile.

BENEFITS THRUST ON THEM

(Continued from page 30.)

anxiety to turn her into a steady buyer. Change that in this allowance of discounts.

Make the rule and ratio as I have indicated; but when you find that somebody is taking advantage through buying certain staples of you and passing you by for another in purchasing her more profitable lines, be frank to tell her you cannot allow discounts unless there is full reciprocity. Or take any other way of meeting inequitable custom that circumstances may seem to warrant. Let everybody know that this business is one of paying fully for service as a regular plan. That if you are to make concessions for certain lessened service, you must have a give-and-take attitude from the customer in return.

The problem is not easy of complete solution; and I may not have aided you very much. The advantage and the cause for hopefulness lies in the conditions which render safe certain experiments so radical that we should not usually undertake them in normal times. Thus, if the government orders these changes later on, you will be ready; and if no such order comes, probably most of your customers will have settled back into the old ways and your business will not have been disturbed perceptibly.

Lastly, in all you do about this be sure to consider correctly the exact proportion of your customers who demand the concession. Do not be unduly stampeded by the demands of a few. Usually the small percentage of objectors occupy an undue proportion of the spot light.

New Goods Department

TO KEEP FROST FROM WINDOWS

"No-Frost," a new product made by G. W. Flintoff, 2088 Dundas Street, Toronto, has been placed on the market. This product is sold at 35 cents per package and is to be rubbed on any glass, etc., which is exposed to frost or steam. The manufacturer claims it will prevent frost or steam from forming on the windows.

NEW CANNED DELICACIES

E. W. Jeffress, Ltd., Walkerville, Ont., have placed three new products on the market, vi., Chicken a la King, Chili Con Carne and Pure Tomato Paste. These goods as well as the Olive Butter are put up in attractively labeled containers. Directions for using are given on each label. It is pointed out that Chicken a la King is ready to serve on toast or patty shells.

Christening the Baby

Brown has a lovely baby girl
The stork left her with a flutter;
Brown named her "Oleomargarine,"
For he hadn't any but her.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OF more than usual interest during the week was the regulation issued by the Food Controller stipulating that on and after January 28 only one grade of flour shall be milled which shall contain a higher percentage of the wheat. Where the milling interests extracted from 70 to 72 per cent. of the wheat previously, under the new regulation there will be approximately 74 per cent. of the wheat berry turned into flour. This is a radical step in the milling industry. It is anticipated the price for the new grade of flour will be on about the same basis as second patents flour under the present system of milling.

Rolled oats are still in very strong market owing to the heavy demand on account of the British Government and also to the very high price prevailing for the grain. Package rolled oats showed an advance during the week as the mills assert they have been losing money on the previous basis for some weeks past. Some Porto Rican bitter oranges for the making of marmalade came into the Canadian market during the week. Bitter oranges from Messina are expected to reach this market in the near future as a consignment has arrived in New York which is destined for this market.

Advances in grocery commodities have again been numerous and include jams and marmalade, malt vinegar, ammonia, lye, tobacco, shoe polish, hand cleaner, soda biscuits, cigarette papers, soap chips, cigars, clothes pins, baking powder, brooms, lamp wick, maple syrup. Potatoes are in a firmer market temporarily owing to the severe weather which has prevented shipment, but lower prices are anticipated ere spring comes.

Margarine continues in good sale. Manufacturers of shortening are more hopeful that sufficient supplies of cottonseed oil will be obtainable as soon as the transportation situation improves. Storage butter was in firmer market during the week. Stocks of storage eggs are getting within narrow compass but production of new-laid eggs shows improvement. Business has been hampered to a considerable extent through the severe storm during the week.

QUEBEC MARKETS

MONTREAL, Jan. 15.—There has been such a decided tie-up of railway communication with the present stormy conditions prevailing elsewhere, even to a greater extent than locally, that trade has naturally been hampered and jobbers have reported a somewhat hampering condition to trade. Some price changes have come about, mostly of an upward tendency and some being quite marked. Among these might be mentioned vaseline, ground sulphur, caustic, bluestone, cotton twine, shelled walnuts and imported stearine candles. Case rolled oats are also much higher and there is a real firm tendency to the regular line, one miller having withdrawn his prices altogether on rolled oats. Interest centres again in sugar, and while there is no concerted action, two of the refiners have reduced their quotations to $8.40 per 100 lbs. Tea merchants report that business has kept up well for January—better than is usual up to this date. The great interest of the week centres in flour. Definite news information was given CANADIAN GROCER by the big mills to the effect that on the 28th of January none but "war" flour will be allowed sale to the Canadian dealers. This means that from that time forward we shall all be eating the same kind of war bread and that this will be of a much darker shade and the grade equal to about second patent as now made. A certain percentage of every grain of wheat heretofore going into the mill-feed tonnage will now find its way into the Canadian flour bag and we shall be eating that percentage instead of its going into the production of beef or pork. It will also enable the Food Controller to standardize the loaf produced in the bake shops of the country. To explain the new flour to our readers CANADIAN GROCER made enquiry of the big mills. In order that all may be on the same basis, every miller will have to make 196 pounds of flour from 265 pounds of wheat, and this will be equal to a seventy-four per cent. extraction. In price, it will be around $11 to $11.10 per barrel, in bags, with one per cent. discount for cash allowed, basis Montreal freights. The price so stated is only suggestive, but millers claim that this is very close to the price that will soon be fixed. In view of this announcement it is naturally anticipated that there will be a great run on present stocks of flour. Molasses is very firm in price and one of the largest importers states that, notwithstanding the high price, half of the crop is already reported sold.

Vaseline Is Higher; Is Now $7 Per Gross

Montreal.

PACKAGE VASELINE.—The price of vaseline, sold by many grocers in some parts of the country, has been advanced. This applies to Blue Seal Brand and the number one size has been raised from $5.50 per gross to $7. This price is subject to a 5 per cent. discount. Increased cost for containers and other packing materials are the reasons assigned for this big advance in price.

Ground Sulphur Higher; Also Candles And Twines

Montreal.

VARIOUS LINES.—There have been a number of changes in odd lines this week and among these the following are important. Unbroken caustic is now 10 cents per pound, representing a straight 3-cent advance. Broken lots, in 100-pound kegs is $8 to $10 per cwt., according to quantity. A good deal of fuel is required in the making of this product and it is assigned as a reason, that the high costs of fuel have had much to do with the advance. Bluestone is quoted at from 14c to 18c per lb., according to quantity. Cotton twine is again higher, and one large jobber now quotes 55½c for the 3-ply and 59c for the 4-ply. Imported stearine candles are higher by 3c per lb. for the 16-oz. size, with 30 in a box, selling at 31c per lb. and the 14-oz size, with 25 to the box, selling at the same price.

Sugar Again Declines 10 Cents Per Hundred

Montreal.

SUGAR.—The downward trend of refined sugar continues and there has been a reduction upon the part of the St. Lawrence and Canada Refineries the past week of another ten cents per 100 lbs., making their price for refined now $8.40. Atlantic still remains at $8.90, and Dominion sugar refineries are holding at $8.85. The disparity in prices is explainable in that there are no definite supplies of raws on which to base a price, the new crop not having arrived, excepting a few odd lots of negligible quantities. Some raws are on the way from New York now, but it is impossible to say when they will arrive. Some difficulty is experienced in securing shipping, and one large refiner told CANADIAN GROCER that 20,000 tons of raws waited shipment at a Cuban port and had to be taken back to the Cuban centrals, as there was a grave danger of their rotting on the spot had they been left there until shipping might be available. It is quite probable that a price basis more or less stable, will be arrived at so soon as the new raws are available for refining, and when they are right in the hands of refiners so that they may gauge their output and be assured of uninterrupted supplies.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 85
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or'Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Tea Markets Strong; Trade Fairly Active

Montreal.

TEA.—Primary tea markets are strong, although no movement to higher levels has been made. There is a scarcity of the lower and the medium grade at import centres, but of the better qualities the stocks are fairly good. The local situation is strong with prices maintained, and an expression upon the part of importers that there may be higher quotations in the near future. Trade is reported as very good and better than has obtained for several seasons past, so early in the year.

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Coffee Continues Firm; Somewhat Weaker Outside

Montreal.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Honey Tendency Firm; Light, But Ample Stocks

Montreal.

MAPLE PRODUCTS AND HONEY.—Some supplies of honey have come to hand this week, but these are light and of small volume. Nevertheless they are ample to meet the needs of the trade which is rather small. Retailers still have some supplies on hand and the jobbing trade is therefore, quite light. Maple syrup and sugar are in normal demand, that for syrup being fairly good. Prices are firmly held without change.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½
Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Rice Is Still Quiet; Price Is Maintained

Montreal.

TAPIOCA, RICE. — Little interest is shown yet in the rice and tapioca markets. Both at primary centres and in the local market the tendency is unchanged and trading continues on the basis of maintained quotations as given herewith. Tapioca is firmer, if anything, owing to large export needs. Prices, say direct importers, are likely to be high indefinitely. The following prices are quoted here:

Carolina	10 00	11 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	....	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 80
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Pepper Is Very Firm; Clove Prices Firming

Montreal.

SPICES. — The primary market has been very feverish and lighter spot stocks of all lines are reported. The trading in futures is not active at all, but the interest centres in the matter of transportation and in what this will likely continue to be as a factor in the delivery of future supplies. Locally, trading has subsided somewhat, the orders of retail dealers having been less since the holidays. With stock-taking over, the jobbers are now expecting a gradual improvement in their trade. Cloves are in a firm market with tendencies to higher levels and white pepper is firming, in view of a smaller visible supply. Nutmegs are also very firm. Of mustard, it may be said that the better grades are scarcer and the present business at import points has improved.

THE NEW MESSENGER BOY

—New York *World*.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 23	0 25
Cloves	....	0 70
Cream of tartar	0 70	0 80
Ginger, pure	0 25	0 25
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 30	1 00
Nutmegs	0 40	0 60
Peppers, black	0 35	0 33
Peppers, white	0 40	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Canned Goods Firm And Shortage Is Suggested

Montreal.

CANNED GOODS.—There is no great amount of business being transacted for canned goods. Stocks are visibly shorter, the canners state, and it is suggested that if no supplies are available in addition to what are on hand in Canada at the present time, there will likely be a considerable shortage before next season. It is evident, some say, that many have cut down their consumption of canned goods in view of the high prices that are asked. There are no changes, and what business is obtained has been moving on the basis of the following quotations:

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 50	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	3 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Better Supplies Corn And Syrup Stocks Good

Montreal.

MOLASSES AND SYRUPS.—There is a fair movement of corn syrup now, but the real business, say manufacturers, has not opened up yet, and it may be a few weeks before there is a great demand. For the present, stocks of corn are satisfactory and there is every reason to expect that supplies will come forward in time to meet the needs of the immediate future. In the molasses market there is not a great deal of activity, but there has been some considerable booking for future delivery, one house securing from 2,500 to 3,000 puncheons. The price is very firm and there has been an intimation of higher quotations by 5 cents per gallon, but this could not be definitely confirmed. Two steamers from the West Indian trade have been requisitioned by the British Government and this has somewhat crippled the service from there. One large importer told CANADIAN GROCER that nearly half the new crop had already been sold and this is early, he states, for such a large portion of the crop to be sold. He anticipates that there will be a great deal of difficulty in the matter of transportation.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

Barbadoes Molasses—	Prices for Fancy, Island of	Choice, Montreal
Puncheons	0 86	....
Barrels	0 89	....
Half barrels	0 91	....

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case	....	....
Barrels, per 100 lbs.	....	....
Half barrels, per 100 lbs.	....	....

Strong Feeling Holds To The Bean Market

Montreal.

BEANS.—There are no deliveries of any account reported from Ontario, and the supplies that are coming forward are from Quebec growers mostly. Of these there appears to be a supply of ample proportion for the needs of the present. The situation here is very strong. In foreign markets substantial advances are reported and firming conditions obtain there. Business is fairly active, and in many parts the product forms one of the chief articles of diet at this season of the year.

Beans—		
Canadian, hand-picked	....	10 50
Ontario, new crop, 3 to 4 lbs.	....	3 15
British Columbias	....	3 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	....	9 50
Canadian, 5-lb. pickers	7 40	3 00
Michigan, 3-lb. pickers	....	10 00
Michigan, hand-picked	....	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	....	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Shelled Walnuts Higher; Trade In Nuts Lighter

Montreal.

NUTS.—There is little interest in the trade for nuts. Dealers are selling the average quantities, and beyond this there is but one item of interest reported, that of an advance of 3c per pound in Bordeaux shelled walnuts. Of these there is a great scarcity, and after present stocks are exhausted it is quite probable that there will be none forthcoming. At import centres there is little interest manifested in buying, as the season there is also past.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts large an small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 20
Peanuts, shelled, Spanish, No. 1.	....	0 17
Peanuts, shelled, Virginia, No. 1	....	0 16
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 28
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 59	0 61
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Dried Fruit Trade Fair; Prices Are Well Held

Montreal.

DRIED FRUITS.—There is fairly good demand for certain dried fruits, and among these the prunes, apricots and dried and evaporated apples are the chief. Sales are said not to be large, but with a normal condition prevailing and sorting orders coming to hand there is no complaint expressed. Supplies of various kinds are ample for the immediate needs, while, of course, the better pack of prunes is scarce, and in the matter of figs and dates and also raisins and currants the continued scarcity is manifest. Prices are held firmly as follows:—

Apricots	....	....
Apples (evaporated)	....	0 23
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	....	2 25
Prunes—		
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	....	0 12½
70-80s	....	0 12
80-90s	....	0 11
90-100s	....	0 10
Oregon, 80-40s	....	0 15½

40-50s		0 15¼
50-60s		0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Cereals Hold Firmly; Rolled Oats Especially

Montreal.

CEREALS.—Particularly firm is the cereal market this week, especially as pertaining to rolled oats and oatmeal. Some suggest that the prices should be several points higher, but no confirmation of an advance has been obtained. The present situation with regard to deliveries of grain is a very acute one, and it is evident that with the probable congestion of several days at least, after the abatement of this stormy and heavy weather, there will be few deliveries of grain supplies to the milling companies. In the meantime prices all around hold with firming tendencies, while in the matter of package rolled oats the prices are already advanced from $4.80 to $5.65, as elsewhere referred to. One large miller has withdrawn his regular quotations on rolled oats and oatmeal.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	5 75
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 75	6 00
Oatmeal, granulated, 98 lbs.	5 75	6 00
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 15	5 50
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

War Flour January 28; Like Second Patents

Montreal.

FLOUR AND FEEDS.—After Jan. 28 we shall have to buy war flour and eat the "war loaf." So says Mr. Hanna. These are the instructions communicated to the millers and the order is imperative. This means that there will be one, and only one, grade of flour marketable. It will be essential now for the miller to secure 196 pounds of flour from 265 pounds of wheat. This will be equal to approximately 74 per cent. extraction, which means, in short, that it is the same as 100 per cent. flour. It means also that a certain percentage of the wheat berry heretofore used in the mill feeds will find its way into the new flour, and that no new low grade or feed flours can be milled. It will mean that a standardized loaf will be used on the table of every Canadian home from coast to coast. The quality may be described as being between the second and third patents, some comparing it with second patent more nearly than with the third. Mills anticipate that there will be a big run on flour in the meantime. In the matter of price, it is expected that this will be in the neighborhood of $11 to $11.10 per barrel, in bags, on basis Montreal freights in car lots. The price will be based on a cash basis and 1 per cent. discount for cash allowed. In the meantime it is presumed that there will be ample consideration allowed the millers for the disposition of present stocks.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	11 60	11 80
Second patents	11 10	11 30
Strong bakers	10 90	11 10
Winter Wheat Flour—		
Fancy patents	11 25	....
90%, in wood	10 50	10 75
90%, in bags	5 20	5 30
Bran, per ton	35 00	....
Shorts	40 00	....
Special middlings	50 00	51 00
Feed flour	61 00	75 00
Feed oats, per bushel	1 00	1 02

ONTARIO MARKETS

TORONTO, Jan. 16.—Trade in grocery lines is opening up well since the beginning of the new year. There is no indication as yet that any recession is likely to take place in the price being asked for the majority of lines. The past week has been no exception to the number of changes in an upward direction. At the time of writing rolled oats are in a very active market, with the probability that package rolled oats are likely to be moved higher in price. Weather conditions interfered with the shipment of goods to a certain extent during the week, as shipments were held up while the railroads were blocked. Travellers were also handicapped in their movements during the week.

Biscuits, Vinegar, Ammonia Go Higher

Toronto.

BISCUITS, VINEGAR, AMMONIA.—Soda biscuits have been advanced in price during the week to the extent of 1c per pound. Following are prices now prevailing: A cartons, 75c; B cartons, $1.45; G.N.W., 24c; C square and long package, 30c; D package, 35c; E package, 43c. Sodas in tins, C square and long, are quoted at 41c; D package at 48c; E package at 52c, and C pails at 35c. Holbrook's malt vinegar has been advanced to $2.75 per dozen quarts. Snowflake ammonia, 36/16 oz., is now selling at $2.70, while 36/24-oz. is quoted at $3.75, with the 5c size discontinued. Liquid ammonia in pints is quoted at $1.20. Slick shoe polish has been advanced to 55c per dozen. Dalton's F.B. coffee is now quoted at 40c per pound. British Navy tobacco 8's has been advanced to 61c per pound. H.P. sauce is now quoted at $2.40. Babbitt lye has been advanced to $4.25 per case. As intimated in these columns last week, Jello was in strong market and was likely to advance. A higher price of $1 per dozen is now quoted. Zig-zag cigarette papers have been advanced to $2.75 per carton. Guelph soap chips are now selling in 50-lb. boxes at $6.25 per box and in 200-lb. barrels at 11½c, with small lots at 12½c per pound. Student cigars 50's have been advanced to $40 per M., Bachelor 50's to $68 per M. and Humber 50's by $4 per M. Clothes pins, loose and spring have been advanced to 90c per dozen packages. Slick hand cleaner is now quoted at $1.15 per dozen. Malta Vita is selling at $3 per case.

Baking Powder, Lamp Wick, Jelly Powders Up

Toronto.

BAKING POWDER, LAMP WICK, JELLY POWDERS.—Ocean wave baking powder has been advanced to $2.60 per dozen for 16-oz. size, while Kitchen Queen 16-oz. is quoted at $2.40 per dozen. H. & H. soap is now selling at $1.60 per dozen. Dingman's borax soap is quoted at $3 per case. Dingman's XX soap chips have been advanced and in barrels is now quoted at 15c per pound and in boxes at $7.50 per box. Broom prices have been readjusted during the week. K1 is now quoted at $9.50 per dozen, K2 at $9.25 per dozen and KX at $8.50 per dozen. Square Deal is quoted at $9.75 per dozen, Sterling Bamboo at $9.75, Gilliam's No. 4 at $8.25 and Extra Carpet at $10.25 per dozen. Horseradish of Royal Canadian brand is now quoted at $1.45 per dozen. Lamp wick A is quoted at 85c per roll, B at $1.25 per roll. A readjustment has been made in some quarters on Keen's mustard which makes the prices now 67c per pound for D. F. 1's, 69c per pound for 8-oz., 73c for 4-oz., 79c for 2-oz. F. D. 4-oz. is quoted at 42c and 4-lb. jars at $1.80 per jar. Sherriff's jelly powders have been advanced to $1.25 in single dozens, $1.20 tin six-dozen and $1.15 in one gross lots. Old Dutch Cleanser is again in strong market following the recent advance and higher prices would not come as a surprise in this commodity. Babbitt cleanser is also in very strong market.

Sugar Production Getting Under Way

Toronto.

SUGAR.—Production of sugar on the Island of Cuba is beginning to mount up at a good rate. There are now 130 centrals grinding as compared with 111 last year at the same time. The production of sugar on the Island of Cuba to December 31, of the new crop amounted to 65,149 tons against 36,694 tons at the same period last year. From this it will be seen that production is considerably in advance of last year. Cable dispatches from the Island of Cuba at the end of last week reported general rains in the Northern region. Canadian refiners have been in the market for raw sugars during the week. One of them secured 600 tons of Demerara sugar for January 15 shipment on basis of 5⅛c per pound. There were also 600 tons of Peruvian raws which went to the Canadian refiners on the basis of 4.749c per pound. The situation so far as the Canadian market is concerned is rapidly im-

proving. Quotations were made on the basis of last week at $8.64 by two refiners, $9.04 for another refiner and $8.94 for still another. Canadian refined sugars were again reduced during the week, St. Lawrence and Canada Sugar refinery now selling on the basis of $8.54 per hundred pounds for extra granulated, a decline of 10c. Acadia and Atlantic are still quoting on the basis of $9.04, Acadia having declined 10c per hundred during the week. Acadia is not offering any sugar in the local market at the present time but the factory has recently been started and they expect soon to be in a position to offer sugar. Dominion Sugar Company declined to the basis of $8.54. In speaking of the change in differentials last week we made it appear that all refiners had changed their differentials. We understand that St. Lawrence and Canada Sugar Refinery have not changed the differentials but are still quoting on the basis of 10c advance in 25-lb. gunnies, 15c advance in 20-lb. sacks, 20c advance in 10-lb. sacks, 40c advance in 5-lb. gunnies, 25c advance in 5-lb cartons and 30c advance over hundred pound sacks for 2-lb. cartons.

Atlantic extra granulated	9 04
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	9 04
Can. Sugar Refinery, extra granulated	8 54
Do., No. 1 yellow	8 04
Dom. Sugar Refinery, extra granulated	8 54
Yellow, No. 1	8 74

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags tbere is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Molasses Market Maintains Strength

Toronto.

MOLASSES, SYRUPS. — Molasses continues in strong market with fancy Barbadoes and choice Barbadoes higher by 2c per gallon. Supplies on spot are not heavy and there is no indication that there will be any improvement with respect to the receipts of supplies in the near future. Case molasses is also light on spot and prices are firmly maintained. Corn syrup held in steady market at the recent decline.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
Molasses—		
Fancy Barbadoes, barrels	....	0 92
Choice Barbadoes, barrels	....	0 82
West India, ½ bbls., gal.	0 56	0 58
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 25
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	5 65
Tins, 2-lb., baking grade, case 2 doz.	....	3 00
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Canned Goods From United States Shut Out

Toronto.

CANNED GOODS.—Owing to an embargo placed on the shipment of canned goods from the United States by the Government of that country supplies that were on order for Canadian dealers have been cancelled. This restriction applies more to vegetables than to fruit. Some concerns who were depending on supplies of tomatoes, corn and beans have been notified that they will not be able to get them. Higher prices have been made effective on some grades of pure jams. Wagstaffe's raspberry and strawberry 16-oz. are now quoted at $3.30 per dozen, while 4's are quoted at 85c per tin, with 28-lb. pails at 19c per pound. Black currant 16-oz. jars are now quoted at $3.20 and 4's at 83c per pound. Thirty-pound pails of blended jams are quoted at 15½c per pound. Shirriff's marmalade has been advanced in price and various sizes are quoted as follows: Individual 72's, cases 85c dozen, loose 80c dozen; 8-oz. tumbler 24's, cases $1.60 dozen, loose $1.50 dozen, 12-oz. tumblers 24's, $2.15 cases, $2.05 loose; 16-oz. jar 24's, cases $2.70 dozen, loose $2.60 dozen; 22-oz. jars 24's, cases $3.60, loose $3.50 dozen; 2's tins, 12 to case, $4.70 dozen, $4.55 loose; 4's, tins, 12 to case, $8.65 to $8.75 dozen in cases, $8.40 loose; 7's tins 6 to case, $14.50 dozen in cases, $14 dozen loose. Wagstaffe's orange marmalade is quoted as follows: 12 oz. jars, $2.35 dozen; 16-oz. jars, $2.95 dozen; 22-oz. jars, $3.80 dozen; 4-lb. tins, 74c tin; 5's, at 90c per tin; 28-lb. tins at 17c per pound.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	3 85	4 25
Sockeye, ½s, doz.	2 25	2 35
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	....	1 35
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 75	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 80	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 80	2 25
Peas, early June	1 87½	2 02½
Beans, golden wax, doz.	1 75	1 90
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 35	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., peach, 16 oz.	2 35	2 85
Do., plum, 16 oz.	2 35	2 85
Do., raspberry, 4-lb. tin	0 77	0 85
Do., black currant, 4-lb. tin	0 74	0 83
Do., strawberry, 4-lb. tins	0 80	0 85
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Practically No Bulk Dates For This Year

Toronto.

DRIED FRUIT.—The Swiss steamship Lygnern reached New York during the week with a cargo of dates after having been on the journey since September last. Of the dates on that steamer only ten boxes of bulk fards are to come into this market as this is all that was available for Toronto. This is the smallest quantity of bulk dates to reach this market in the past fifteen years. It is understood these dates are to go to one of the department stores. It was learned during the week that the S.S. Constantinople carrying the second cargo of Grecian currants had been torpedoed. This now makes the second currant steamer to go down and will effectually keep supplies of Grecian currants out of this market. It is reported the United States Government has commandeered all Oregon prunes 50-60's and 60-70's in addition to the Californias already taken in these sizes. There is a fair movement of dried fruit at the present time.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	....	0 16¾
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	....	0 30
Candied Peels, American—		
Lemon	0 28	0 35
Orange	0 30	0 37
Citron	0 35	0 45
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 26	0 28
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 95
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	....
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
4050s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 14	0 14½
60-70s, per lb., 25's, faced	0 13	0 14
70-80s, per lb., 25's, faced	0 12¾	0 13¼
80-90s, per lb., 25's, unfaced	0 12	0 12¼
90-100s, per lb., 25's, faced	0 10½	0 11¾
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 16½	0 18
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14½	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	....	0 12½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 14½	0 15½

Herbs Give Evidence Of Firmer Tendency

Toronto.

SPICES.—There is a firmness in the market for herbs, such as sage, thyme, parsley, mint, savory and in one quarter were quoted up 10c during the week. Other commodities were in firm position but the market held unchanged in price.

Demand is reported brisk in some quarters while other quarters note a seasonable quiet.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, black	0 35	0 38
Peppers, white	0 38	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	....
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	2 40	2 60
8-oz. tins, doz.	4 75	5 05
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Cleaning Up On Held-Over Nut Stocks

Toronto.

NUTS.—Wholesalers in most instances are mainly concerned about reducing their stocks of nuts at the present time, that is of those nuts which are carried over after the Christmas and holiday trade. A shipment of new-shelled walnuts came into the market during the week. Opinion has been expressed in some quarters that shelled walnuts will be very high in price are another Chrismas season comes round. An embargo is reported to have been placed on French walnuts, which will cause an upward tendency if such proves to be the case. Filberts are in easier market, a decline of ½c per pound having been recorded in the primary market during the week. Brazil nuts on the other hand are in a firm position in the primary market, where an advance of 1½c per pound was recorded during the week.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 17	0 27
Peanuts, roasted, lb.	0 17	0 18
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Package Oats Make Advance Of 70c Case

Toronto.

PACKAGE GOODS.—After waiting for some time in a hesitant condition the market for package rolled oats made a movement in the upward direction and registered a considerable advance. Quaker oats 20's are now quoted on the basis of $5.65 which is an advance of 85c per case while 18's are quoted at $2 per case, an advance of 25c. The price of oats in store at Fort William is now 90c per bushel which represents an advance of 10c per bushel within the past month. At the time of writing Robin Hood prices on package oats were withdrawn. New prices make large size 35c line and small size 15c line.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	4 80	5 65
Rolled oats, round, regular 18s, case	1 75	2 00
Rolled oats, square, 20s	4 80	5 00
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Maple Syrup Goes To Higher Levels

Toronto.

HONEY, MAPLE SYRUP.—Higher prices have been registered on Old Tyme maple syrup and the following prices now prevail: 24's, pint bottles, $6.40 per case; 12's, quart bottles, $5.50 case; 24's, pint tins, $7.20 case; 24's quart tins, $12.25 case; 6's, 1-gal. tins, $11.70 case. Pearl syrup is quoted as follows: 12's, quart bottles, $4 case; 24's, pint bottles, $4.80 case; 24's quart tins, $8.60; 24's, pint tins, $5 case; 5-gal. tins, $6.75. About the only kind of honey in the market at the present time is some buckwheat honey in 60-lb. tins at 18c per pound, and some comb honey at $3.25 to $3.50 per dozen. A few jars still remain.

Honey—		
Clover, 5 and 10-lb. tins	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	1 45	1 50
Do., 10-oz., doz.	2 00	2 10
Do., 12-oz., doz.	2 75	3 00
Do., 16-oz.	....	3 50
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 00
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Porto Rican Bitter Oranges Reach Market

Toronto.

FRUIT.—Two cars of Porto Rican bitter oranges for marmalade reached the local market during the week and were quoted at $3.25 per case. It is expected that a car of better Messina oranges will reach this market in the near future as the S.S. San Giorgio reached New York during the week with a cargo of lemons and oranges. Shipments of pineapples are on the way for some time now but have not yet arrived. Sweet oranges have been in small compass during the week owing to holding up of shipment sthrough the weather conditions. Movement of fruit has been fairly good for this season of the year. Barrel apples are still in dull market. Pewakees No. 1's, and No. 2's were quoted lower by 50c per barrel in some quarters. Nova Scotia Blenheims Nos. 1 and 2 were also down 50c per barrel. No. 1 Greenings in barrels were higher by 50c in some quarters. Jamaica grapefruit was down 25c per case for certain sizes. California navel oranges of smaller sizes were in very firm market, prices ranging from $5.25 to $6.50 for sizes 126's to 216's.

Apples—		
Boxes, Spitzenberg	2 65	3 00
Jonathan, box	2 50	2 75
McIntosh Red, box	....	2 50
Rome Beauty, box	....	2 75
Rome Beauties	2 50	2 75
Ontario—		
Baldwins, No. 1, bbl.	6 00	7 00
Greenings, No. 1, bbl.	6 50	7 00
Kings, No. 1, bbl.	....	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	4 50	6 00
Do., No. 2	4 00	5 00
Starks, No. 1, bbl.	....	6 00
Do., No. 2	5 00	6 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	5 00
N.S. Blenheim, No. 1	....	5 00
Do., No. 2	....	4 50
N.S. Kings, No. 1	....	5 00
Do., No. 2	....	4 50
Bananas, yellow, bunch	2 10	2 50
Cranberries, late Howe's	18 00	20 00
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 25	4 50
Do., 54s, 64s, 80s, 96s	4 50	5 00
Gray grapefruit, case	....	4 00
Oranges—		
California Navels—		
80, 96s, 100s, case	4 00	4 75
126s, case	....	5 25
150s, 176s, 200s, 216s	6 00	6 50
Mexican oranges, 126s to 250s.	3 25	3 50
Florida Oranges—		
96s, 126s, case	....	6 00
150s, 176s, 200s, 216s	6 00	6 50
Tangerines, half box	3 25	4 00
Navels, 96s to 126s	4 50	5 00
Lemons, Cal., case	....	7 00
Do., Messinas, box	....	5 50
Pears, Cal., box	....	4 25
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Malaga grapes, keg	7 00	9 00

Potatoes Higher; Cabbage Very Scarce

Toronto.

VEGETABLES.—Higher prices were asked for potatoes during the week as a result of the temporary light supplies in this market, Ontario potatoes being quoted up to $2.25 per bag and New Brunswicks Delawares at $2.35 to $2.50 per bag. Cabbage are getting very scarce and high prices are being asked for any light supplies that remain to be had at primary producing points. Spanish onions in crates showed an easier tendency during the week and were quoted down 15c from the low figure. Parsnips were scarce and prices advanced 25c per bag. Vegetables are moving better. Carrots show more activity and prices are now 10c to 15c per bag higher.

Beets, bag	0 90	1 00
Brussel sprouts, quart	....	0 15
Cauliflower, Cal., case	4 50	6 25
Cabbage, Canadian, barrel	2 50	3 00
Carrots, bag	....	0 75
Celery, Ont., doz.	0 20	0 25
Do., California, case	6 25	6 50
Lettuce leaf, doz. bunches	0 25	0 35
Lettuce, Cal., crate	6 25	6 50
Do., hampers, Boston	3 00	3 25
Canadian head lettuce, crate	3 00	4 00
Mushrooms, 4-lb. basket	....	3 00

Onions—		
Spanish, crates	4 85	5 00
Spanish, half crates	2 50	2 75
Do., Canadian, 75-lb.	2 50	2 75
B.C. onions, 100-lb. bag	3 50	3 75
Potatoes—		
New Ontario, bag	....	2 25
N.B. Delawares	2 35	2 50
P.E.I., bag	....	2 10
Sweet, hamper	....	....
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, 4-basket crate	....	3 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 70
Turnips, new, bag	0 50	0 65

Can Mill Only One Grade Flour

Toronto.

FLOUR.—One of the most radical changes in the milling business has been decreed by the Food Controller in that after January 28 there will practically be only one grade of flour milled which will be of approximately 74 per cent. extraction. High patents previously ranged in extraction from 70 per cent. to 72 per cent. The price of the new grade of flour has not yet been fixed but it is thought in reliable circles that the basis will in all probability to from $11 to $11.10 per barrel on carload basis. This will be practically the same as the second patents of Manitoba flour prevailing at the present time. It is expected the price for Ontario winter wheat flour of the new grade will be in the neighborhood of $10.60 per barrel, which is the basis at present for high patents of Ontario wheat flour. The opinion is expressed that if the mills are allowed to retain their brand names the new regulation will really not make any material difference. Some even point to the fact that it will be an opportunity for the mills to press for sales all the more energetically on the new basis. For they will have the sanction of the Food Controller that it is up to standard and anything additional that they may be able to put into the flour through their own milling processes will still give them sufficient range to talk quality. The new regulation will not interfere with the whole wheat flour now being milled. In the meantime the price of flour remains unchanged. The contemplated additional tax on wheat has not yet been decided upon, but it is expected action will be taken on this score in the near future.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	$11.50	$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	10.60	$10.80
Second patents	10.30	10.50

New Regulation May Not Affect Feeds

Toronto.

MILL FEEDS.—It is anticipated the new regulation with respect to milling one standard grade of wheat flour to contain 74 per cent. extraction of the wheat will not materially affect the feed situation, as millers point out that the new grade flour will be made up through the addition of the lower grades of flour to a large extent. There will of course be a small percentage of bran and shorts go into the new grade but the general opinion among millers is that the supply of mill feed will not be materially affected. There is a report to the effect that the mills will be compelled to sell their feeds to the farmer on the same basis as they now sell to the dealer. It is pointed out that this will be a rather difficult thing to accomplish. In the meantime until something more definite is announced by the Food Controller the prices and conditions remain unchanged.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Rolled Oats Still In Very Active Market

Toronto.

CEREALS.—Owing to the continued soaring tendency in the oat market and the heavy demand for rolled oats from the British Government there is still a very strong situation in the local market for rolled oats. Some wholesalers who were selling last week below the mill cost have cleaned up their stocks and are now out of the market. Some of the mills on the other hand are sold well ahead and are not taking any more orders for the immediate future. Interest centred around package rolled oats during the week in that there was a strong probability of higher prices prevailing for these lines. Corn has not been coming through from the United States very plentifully as yet but with the clearing of congestion following the storm there should be freer movement into the Canadian market. Pot and pearl barley is in active demand with prices holding firm. Advances were recorded on the mill prices for pot barley, cornmeal, farina and wheatlets .

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6.50-	$ 7.00	$ 8.00-	$ 8.50
Barley, pot, 98s	5.60-	5.70	5.75-	6.25
Cornmeal, yellow, 98s	6.35-	6.60	6.50-	6.75
Corn flour, 98s	7.25-	7.35	....-	....
Farina, 98s	5.90-	6.15	6.25-	6.50
Graham flour, 98s	5.40-	....	5.50-	6.00
Hominy grite, 98s	7.30-	7.40	....-	....
Hominy, pearl, 98s	7.20-	7.30	....-	....
Rolled oats, 90s	5.25-	5.35	5.25-	6.00
Oatmeal, 98s	5.75-	5.85	5.75-	6.50
Rolled wheat, 100-lb. bbl.	5.60-	6.00	6.00-	6.25
Wheatlets, 98s	5.90-	6.15	6.25-	6.50
Peas, yellow, split	9.50-	10.00	10.50-	11.00
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

Believe Sugar Will Decline Another 50c

Winnipeg.

SUGAR—At the time of writing there had been no further change in the price of sugar. Standard granulated was quoted at $9.25. It was freely predicted that other declines would shortly go into effect. One refinery representative stated that he expected a price of at least $8.80 before this time next month. Another broker stated that all reports indicated cheaper sugar, and they expected a decline of about 50c within the next few weeks. The situation has cleared, and there is now no shortage. While the basis for sugar to-day is $9.25, there are some refiners who have not dropped to this basis and are quoting $9.55.

Lower Prices On Tapioca To Import

Winnipeg.

RICE—The primary market is reported easier, but as all jobbers bought two months ago this does not affect the price to the retailer. Tapioca is reported lower to import, but if bought to-day would take four months to reach here. This means that the retailer is going to pay 14c for tapioca until May; after that the price may be down to 13c.

Extra fancy Japan, 100-lb. bags	0 09
Fancy Japan, 100-lb. bags	0 08½
Choice Japan, 100-lb. bags	0 07¾
Siam, 100-lb. bags	0 07½
Tapioca, lb.	0 13½ 0 14
Sago, lb.	0 12½ 0 13

Salt Companies Still Late With Deliveries

Winnipeg.

SALT—Salt companies continue to have difficulty making deliveries, one of their chief difficulties now being shortage of coal, which is compelling some of them to partially close down. In addition to this trouble manufacturers who use natural gas as well as coal have had difficulty securing gas. There has been no change in the price of salt for about a year and the future is doubtful. Manufacturers are all trying to keep the price down as much as they can.

Canned Salmon Stiffer On Better Grades

Winnipeg.

CANNED GOODS—The sale of canned fruits and canned vegetables has been curtailed on account of the cold weather which has been unusually severe and has prevented jobbers shipping in any quantity. Canned salmon continues the same; it is holding firm, and if anything is stiffer on the better grades.

New Grade Of Flour After Jan. 28

Winnipeg.

FLOUR AND FEEDS—There is no change in the price of flour although there will probably be a readjustment of prices from Ottawa. The demand for flour is keeping up. In connection with

future prices millers in Western Canada are of the opinion that the Food Controller will order the mills to make standard straight grade flour only, on and after Jan. 28. This will mean that first and second patents and clears will be all merged into one flour, this arrangement being similar to the one put into effect by the United States Food Controller. This will necessarily mean a readjustment of prices which will likely be announced this week.

ROLLED OATS—There is more or less chaos in this market on account of the keen competition between various mills. One miller is selling as low as $4.10 for 80's, another is selling at $4.25, and others are selling as high as $4.75, which is nearer the basis for Winnipeg, as millers claim they cannot afford to pay the present high prices for milling oats and sell at less than $4.50. An adjustment of these rolled oats prices is expected at an early date.

FEEDS—The situation is worse than previously, and millers are at a loss to know how to deal with the situation—demand of farmers for feeds is much in excess of the visible supply. This condition is bound to continue throughout the winter. Feed prices are as follows: Bran, $30.80; shorts, $35.80.

Flour—		
Best patents	....	11 00
Bakers	....	10 50
Clears	....	9 90
XXXX	....	8 90
Cereals—		
Rolled oats, 80's	4 10	4 75
Rolled oats, pkgs., family size	....	4 75
Cornmeal, 98's	....	6 15
Oatmeal, 98's	....	5 20
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80

Cabbage Up To 5c; Oranges Scarce $6.00-$7.00

Winnipeg.

FRUIT AND VEGETABLES—An advance took place this week on cabbage, which is now bringing 5c per lb. Boston head lettuce is off the market, the only line selling now being California head lettuce at $1.25 per dozen or $4 per case. Cuban tomatoes are quoted at $8.50 and are selling well at that price. Potatoes are fairly plentiful at $1.25 per bushel, but there is no new stock on account of the cold, those available being storage stocks. There are very few new vegetables on the market, receipts being almost nil owing to the cold weather and business very slack. Fruits—Oranges are still quoted $6-$7 and are very scarce. Dealers state that the price will be maintained. Japanese oranges are selling at $1.75 per bundle of two boxes. Lemons are down to $9 and the market is reported slightly easier. Bananas are still quoted at the high figure of 7c per lb. and dealers state they are not likely to come down soon.

Cabbage, lb.	....	0 05
Cauliflower, Cal., doz.	....	2 25
Celery, Cal., crate 100 lbs.	....	7 00
Potatoes	1 25	1 50
Potatoes, sweet, hamper	....	5 50
Carrots, cwt.	....	2 50
Turnips, cwt.	....	1 50
Head lettuce, Cal., doz.	....	1 25
Head lettuce, Cal., case	....	4 00
Tomatoes, Cuban, 6-bkt. crate	....	7 00
Onions, Valencias, large case	....	6 50
Onions, yellow and red, cwt.	....	3 50
Parsley, imported, doz.	....	1 00
Parsnips, bag	....	4 00
Fruits—		
Apples, Nova Scotia, bbl.	....	6 25
Apples, Wash. Jonathans, box	....	2 25
Apples, McIntosh Reds, B.C., box	....	2 80
Apples, Spies	2 50	2 75
Apples, Wagners	....	2 25
Oranges, navels	6 00	7 00
Lemons	....	9 00
Bananas, lb.	....	0 07
Pears, D'Anjou, crate	....	4 25
Pears, Winternellis	....	3 25
Grapefruit, Florida, case	....	5 00

PRODUCE, PROVISIONS AND FISH MARKETS

(Continued from page 47.)

firmer in one quarter, the lower quotation having been advanced 10c per keg to $5.10 with the range up to $5.50 per keg. Demand for fish of all kinds continues excellent but freight situation during the week interfered with shipments.

SMOKED FISH.		
Haddies, per lb., new cured	....	0 14
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 16	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 00
Digby herring, skinless, 10-lb.	....	2 25
Salmon snacks, 10-lb. boxes, lb.	....	0 22
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	....	4 50
Strip cod, lb.	....	0 12
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs.	2 40	2 50
Labrador salt herring, barrels	10 50	10 75
Do., half barrels	5 25	5 50
Herring, pickled, keg 100 lbs.	5 10	5 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	....	0 13
Do., red spring	....	0 23
Do., Cohoe	....	0 20
Do., White, spring	0 14	0 14½
Haddock, fancy, lb.	0 08	0 10
Herrings, frozen	0 05	0 06
Steak, cod, fancy, lb.	0 09	0 12
Haddock, heads on, lb.	0 07½	0 10
Cod, market, heads on, lb.	0 07½	0 10
Mackerel, frozen, lb.	0 09	0 13
Flounders, frozen	0 08	0 10
Smelts, extras, lb.	0 20	0 22
Do., No. 1, lb.	0 15	0 17
Do., No. 2, lb.	0 09	0 10
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	0 05
Herring, Lake Erie, pan frozen	0 07½	0 08
Pike, lb.	0 09	0 10½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	....	0 06
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	12 00	15 00
Shell oysters, bbl.	....	10 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Hog Prices High; Drop Expected, However

Winnipeg.

PRODUCE AND PROVISIONS—Receipts of hogs for the new year commenced fairly liberal and last week the run was quite heavy, nevertheless the market advanced from $17.75 to $18.25 during the week but packers say that it is hardly to be expected the market will remain at this figure. They consider 18c too high for hogs. Provisions—All provision prices are very firm and some higher quotations have gone into effect this week. For example, medium hams are now offered at 32c, heavy hams at 30c; breakfast bacon is quoted 36-39c; mess pork is up to $52. A number of advances were made in our last week's issue. Eggs—There is an increased demand and the market is somewhat firmer. Storage stocks are commencing to become depleted, and it not expected that storage stocks will look after the trade until the new-laids come in next March. We can look for American eggs around February. Butter—The creamery market is very firm and there is a very good demand. Stocks are pretty well cleaned up in Canada and there will not be any too much to last out until spring stock comes in.

Hams—		
Light, lb.	....	0 33
Medium, per lb.	....	0 32
Heavy, per lb.	....	0 30
Bacon—		
Breakfast, per lb.	0 36	0 39
Breakfast, select, lb.	0 40	0 41
Backs, regular	....	0 42
Backs, select	....	0 45
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 32	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 27
20s	....	5 80
Cases, 5s	....	17 03
Cases, 3s	....	17 10
Lard, Compound—		
Tierces	....	0 23
Tubs, 50s, net	....	11 63
Pails, 20s, net	....	4 90
Fresh Eggs—		
No. 1 candled	0 40	0 42
Select	....	0 45
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	....	0 44
Dairy, prints	....	0 40
Dairy, regular run	....	0 36
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 28

Much Better Demand Reported For Margarine

Winnipeg.

MARGARINE—The demand for margarine was very disappointing the first few weeks on the market, but the trade is now beginning to take hold of it better and there is a very good demand for the better grade selling to the trade around 32c.

U.S. PUTS PEANUT INDUSTRY UNDER LICENSE

A recent proclamation made public by President Wilson puts the peanut industry and a number of other activities under license. The businesses affected are: Fishermen and persons engaged in the business of malting barley or other grains or in the business of storing or distributing malt, except brewers of malt liquor, who do not malt their own grain. Canners of peas, dried beans, corn, tomatoes, salmon or sardines, the manufacturers of all tomato products and the manufacturers of all products derived from wheat or rye are also within the provisions of the proclamation, which becomes effective February 15.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 16. — One of the features of the market this week has been the phenomenal price of oranges, the present price of $7 for small sizes never before having been reached. There is a probability of still further advances, and dealers believe that it is possible they will advance to $8.

There has been no change as yet in the price of flour, though shorts and choice feed have gone up. Barley has also advanced. Beans are temporarily scarce, but prices are unchanged. Potato prices remain the same.

The demand for rice which was very keen for a while seems to be slackening.

Margarine is now on sale, but the demand is not brisk, people preferring to pay 50c for butter rather than 40c for margarine. Lard and shortening remain firm.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 55
Flour, first patents, Manitoba, per per bbl., in car lots	....	11 30
Rice, Siam, No. 1, per ton	....	135 00
Do., Siam, No. 2	....	110 00
Beans, Japanese, per lb	....	0 16
Beans, B.C., white	....	0 18
Potatoes, per ton	28 00	36 00
Lard, pure, in 400-lb. tierces, lb.	....	0 27½
Butter, fresh made creamery, lb.	....	0 48
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Cheese, new, large, per lb	....	0 25
Oranges, box	4 75	7 00
Salmon—		
Sockeye, halves, flat case	...	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 16.—There is a brisk sale in flour noted owing to the coming change in standard, but there has been no change in price. Buckwheat flour has advanced dollar eighty a sack, while corn meal tens are down to $6.50. Rolled oats eighties advanced to $4.75. Sugar dropped ten cents a hundred on bulk, 10s and 20s remain at the old price.

Lemons are very scarce, being received only by express shipments and are selling at $12 a case. Oranges, too, are high, ranging from $4 to $7 according to size. Sockeye salmon ones are quoted at $16.25, halves at $18.25. Choice evaporated peaches are bringing 16 cents a pound. Christie's sodas twos have advanced 6 cents a tin; sweet biscuits are about a cent and a half higher.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, No. 1 patents, 98s, per bbl.	....	11 00
Molasses, extra fancy, gal.	....	0 95
Rolled oats, 80s	....	4 75
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	....	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 30
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy lb.	....	0 40
Lard, pure, 3s, per case	....	16 80
Eggs, No. 1 storage, case	....	13 70
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 75	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	12 00
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	40 00
Navel oranges, case	4 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 16.—All sugar except bales declined 10 cents on January 14 and is now quoted at $9.89 per hundred. Rolled oats, too, advanced, bales now selling at $4.40. Lard 3s are quoted at $16.80. Bacon is firm at 41 to 42. The sale of margarine locally has in no way influenced the demand for butter. Christie's biscuits have advanced about 6 cents a package. Ben Bey cigars have advanced 25 cents a hundred.

REGINA—

Beans, small white Japan, bu.	....	6 75
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 40
Rice, Siam, cwt.	....	8 40
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery, lb.	....	0 43
Lard, pure, 3s, per case	....	16 80
Bacon, smoked sides, lb.	....	0 32
Bacon, smoked backs, lb.	....	0 30
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 25

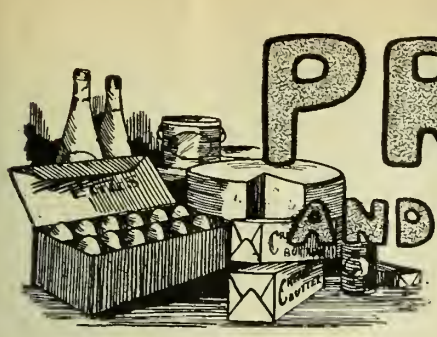
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

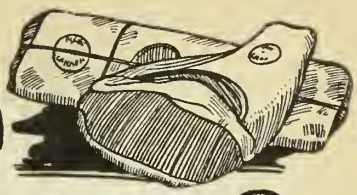
St. John, N.B., Jan. 16.—Owing to the very light arrivals of new crop molasses, many dealers are very short indeed and some even entirely without supplies. As a result prices have stiffened considerably, going to 82 to 83. There is reported to be a plentiful supply on the way, and it is probable that this situation will be relieved in the near future, but lack of transportation to meet requirements seems to indicate that there will be little decline in price, and probably indicates further advances in many lines. Cream of tartar is getting very scarce, and the situation is far from encouraging owing to the difficulty of making purchases on the other side. Breakfast bacon shows a tendency to advance and is now firm at 36. Compound lard has advanced to 26 to 26½.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 82	0 83
Rolled oats, bbl.	....	11 60
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white	....	9 50
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	9 15	9 20
No. 1 yellow	8 65	8 70
Paris lumps	10 50	10 75
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case		0 46
Breakfast bacon	....	0 36
Butter, creamery, per lb.	0 42	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 33	0 35
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 26	0 26½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case	....	5 40
Peaches, 2s, Ontario, case	....	4 80
Corn, 2s, standard case	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	4 00	4 50
Strawberries, 2s, Ont., case	5 00	5 25
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 75	0 76
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon	0 32	0 33
Apples, N.S., bbl.	2 50	5 50
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal. Messina, case	9 00	10 00
Oranges, California, case	6 00	7 50
Grapefruit, case	5 00	6 00



PRODUCE AND PROVISIONS



How Cold Storage Helps the Public

The Impression That Cold Storage is the Speculators' Instrument Unfounded—How Cold Storage Enlarges the Season of Goods and Equalizes a Market—Some Points Worth Knowing

IT has become a common idea of late, an idea fostered by sensational newspaper articles, that cold storage is a means of limiting a market in times of plenty, and of doling out the products withdrawn, at these times, in times of scarcity at a high price.

Such things of course have occurred, but such incidents are few and far between. Of course eggs were cheaper in days prior to cold storage, but they were obtainable only for a few months in the year.

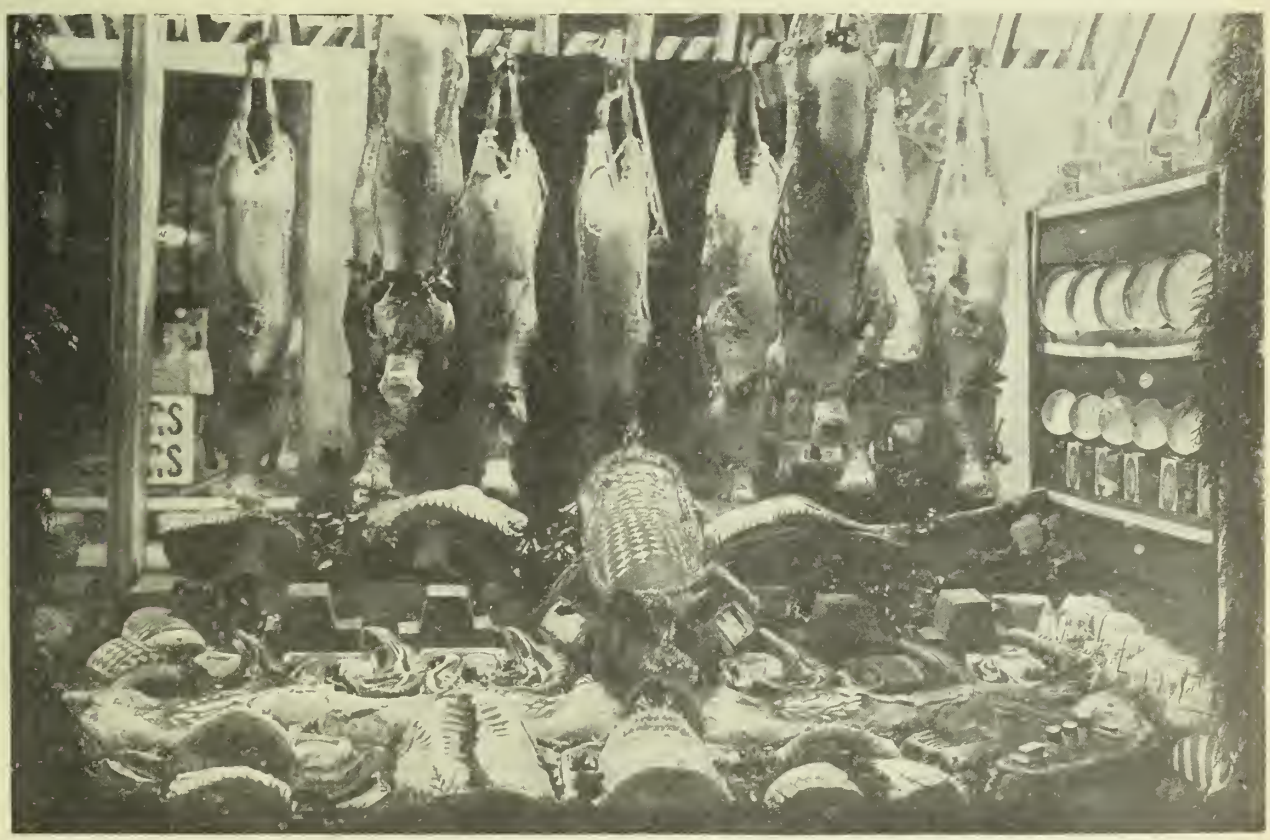
Cold storage has provided a means of enlarging the season of many articles, and by so doing has to a large measure prevented, glutted markets and times of famine. Products have been conserved at one period to meet the needs of another, and so the consumer in general has benefited, and cold storage has been a great boon, rather than the nightmare in which guise it is so often pictured.

What Cold Storage Does

There are any number of grocers, as well as consumers, who do not clearly understand the technicalities of cold storage. There is an idea rather prevalent among those who do not understand the distinctions that being in cold storage means that an article is frozen, kept at a temperature below the freezing point, forgetting that many commodities placed in cold storge must not be frozen. Eggs, fruit and many other things must not be frozen. Dried fruits are placed in cold storage and the houses that own large stocks of shellac and gum of various styles place it in cold storage.

An article in cold storage is kept at such a temperature as accomplishes the purpose, namely, to preserve the article in a perfectly normal, natural condition. The temperature of that room maybe anywhere from fifty degrees above to several degrees below zero, according to the requirements and the nature of the commodity.

Perhaps the most important use of refrigeration in the marketing of the more perishable merchandise is in its applica-



An attractive produce window of the Vernon Meat Market, Vernon, B.C.

tion to transportation. By the use of the refrigerator car and of the pre-cooling devices an even temperature is maintained throughout the rail journey, even during the hottest weather of midsummer. The successful operation of the refrigerator car depends upon the proper attention to re-icing. Owing to the high temperature of the fruit, at least twenty-four hours are required to reduce the temperature to about thirty-eight degrees Fahrenheit. In recent years, by the pre-cooling of fruit before the shipment is started much time has been saved and the fruit, instead of having its temperature reduced while in transit, starts at the proper temperature, a less consumption of ice being the result.

Effect of Cold Storage

In the case of apples in storage a low temperature is maintained. By proper attention to details winter apples may be held in cold storage far beyond their season in common storage. The temperature maintained in cold storage warehouses for apples is thirty-one to thirty-two degrees and apples are in no danger of freezing at that. The air in the room is kept rather humid to prevent the shrivelling of the fruit, as is particularly characteristic of certain varieties of apples; russets, for example, and some citrus fruits show this peculiarity.

The effect of placing a part of a crop or a supply in cold storage is to temporarily remove that portion from the market and place it where it will not compete with the remainder; another reason is to extend the supply. Apples will not keep naturally beyond the very first of the year, but in cold storage they may be kept through almost a twelve-month period. If it were necessary to dispose of the whole crop of apples after one has harvested the market would be overstocked and prices low, even in a season of moderate crop, to be followed in a few weeks by a shortage and extraordinarily high prices. Storage, therefore, extends the season in which certain products, including nearly all perishable products, can be marketed, equalizes the prices in normal times and assures the supply practically the year round, whereas, as we have intimated, the supply would survive only a very short period.

In the study of storage problems not enough importance seems to have been attached to the condition of commodities when they are placed in cold storage. The products must be sound and in normal condition, whatever the products.

The principal objections to cold storage are the expense, the delayed return and the possibility of loss of the stored product. The first two are largely personal matters, while the last is not likely to be serious under modern conditions of cold storage if sound commodities are used and not left in storage too long.

Danger of Speculative Holding Over-Emphasized

The fear that speculators may buy a crop and store it in an attempt to corner the market seems to have little foundation inasmuch as such a proceeding would be, ninety-nine times out of a hundred, attended by great risk on account of the relatively perishable nature of a perishable commodity. If, of course, the speculation was attempted in a non-perishable commodity the risk would not be so great, but then all commodities which require cold storage are perishable, some of course to a greater degree than others.

But as the matter stands at present the benefits of cold storage to both producers and consumers far outweigh any objections and everything points to an increase in the benefits of cold storage in the future.

Somewhere we have referred to the fallacy which some people entertain of placing imperfect, decayed or otherwise unwholesome products in storage. This is seldom, if ever, done because it is not only unprofitable but without reason; a damaged article placed in cold storage simply remains damaged and does not in any way have its quality restored.

The retailers need not hesitate to sell cold storage goods, provided the goods are purchased of reliable concerns. The same principle applies in purchasing cold storage goods as in purchasing other lines of merchandise. What the retailer should understand is that goods once taken out of cold storage should not be returned.

Storage For Poultry

In the case of poultry, which is a very important item in connection with the cold storage, opinions differ and some of the highest practical and scientific authorities have argued the question extensively; it is a question which has been debated as long as cold storage has been in practical operation as to whether poultry should be placed in storage drawn or undrawn; both have their strong advocates and it is something which everyone must decide for themselves. Those who favor undrawn poultry being placed in storage claim that it is better to have the cavity of the body sealed, thus preventing the access, not only of the air, but of moisture and other contaminating influences.

Ontario Government Requisitions Fish

May Take 20 Per Cent. of Provincial Fisheries' Output—How This Will Affect Supplies—Belief That Such Action Will Have Serious Results

THE Department of Public Works and Fisheries of the Ontario Government, apparently undiscouraged by the rather unsuccessful effort last fall to decease the cost of fish to the consumer, has once again attacked the problem and some far more radical changes in the recognized manner of distribution are proposed. The fishermen of the province, in consideration of the granting of a license to fish the different waters, will be under obligation to supply the Ontario Government with 20 per cent. of their catch when the government so desires. The fisherman is in the position of taking the government's price or going out of business.

The Ontario Government may entertain the idea that they are going to enlarge the annual catch. F. T. James, president of F. T. James and Co., Toronto, when questioned on the point as to whether this would be the natural result of such government action, was emphatically of the opinion that it would not; the probable result would be to divert still larger quantities of fish across the border. Uncertain conditions engendered by this action of the government, with the possibility of still more stringent action at any time, would not tend to make the regular merchants eager to enter into large yearly contracts for fish, as they had done in the past. The fish dealers were faced by the possibility of the government taking all of the 20 per cent. in times of scarcity, and of leaving the fish dealers to handle all in time of glut. The government was fast putting matters in a place where it would be difficult for fish dealers to operate with safety.

"The prices quoted in the announcement," Mr. James continued, "not only do not give a fair price to the fishermen, whose cost of operations has increased, like all other businesses, and do not leave a fair margin for handling. Of course with the government that does not matter. Suppose they do lose some money on the venture it will not be of great moment to them."

"As a matter of fact," said Mr. James, "fish are selling cheaper on the Canadian market then anywhere else and there is no need for these measures."

The government, in putting itself in direct competition with the fish dealers, is unquestionably putting the latter in a position of great disadvantage. The government prices and margins will probably scarcely show running expenses and certainly add no inducements for the dealers to continue in business. Government officials do not work for nothing, and the cost of operating this business is just as burdensome when paid to a government as when paid to a regular dealer. They must make enough to cover running expenses or have this loss charged against the people of the province as a whole. The move presents more possibilities of difficulties and loss than it presents points of advantage, and the serious element is that it is under the management of men who know nothing of the industry.

W. H. Ireland, Trenton, Ont., has been elected Mayor of that town.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

STORM conditions during the past week have disorganized trade conditions to a large extent. There is very little movement of commodities either to the larger centres or from them. In the large centres there is an active business, improvement being noted since the holiday period. Margarine continues in good sale, the dealers being very gratified over the way the public is taking to this commodity. There is still a strong situation in shortening with an advance recorded in certain quarters. Intimations have been made that as soon as the storm conditions clear up there will be freer movement of cottonseed oil into the Canadian market. Lard prices hold steady and firm. Storage creamery butter was firmer again during the week and prices recently quoted were again maintained. There is a firmer situation in storage eggs, estimates being made by some of the dealers that present stocks will not last much longer than three or four weeks. Fresh-laid eggs continue to reach the market in little better volume, although storm conditions have retarded movement of stocks from the producers. Poultry is in light supply and prices being paid by dealers show a generally upward tendency. Fish demand continues heavy with prices firmly maintained.

Live Hogs Are Now At $20.00

Montreal.

PROVISIONS.—Light deliveries of live hogs were made this week owing to the general conditions. Transportation has been very poor and the railroads are refusing shipments from the West because of the cold weather prevailing. Another fifty cents per hundred pounds has been added to last week's price and live sold to-day at $20 per hundredweight. Dressed have been moved up to $27 to $27.50 and this must be considered a very high price. Medium hams are up one cent to 31 and 32 cents. Boneless backs are firmer and for these 44 cents per pound is asked. Breakfast bacon is higher and is selling at 40 to 42 cents per lb. Cooked ham is higher and is selling at 44 to 45c per pound.

Hogs, dressed—		
60-90 lbs.	27 00	27 50
Over 90 lbs.	24 50	25 00
Hogs, live	.....	20 00
Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	....	0 44
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 44	0 45
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Good Demand For Lard With Prices Firmly Held

Montreal.

LARD.—A firm tone characterizes the lard market and sales are fairly well maintained on previous quotations. Stocks are very good although the slow deliveries from outside points have somewhat affected the spot supply, and if severe weather continues there will be a tendency to higher prices. For the week the following prices are being quoted:

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 28½	0 29½
Tubs, 60 lbs.	0 28¾	0 29½
Pails	0 29	0 30
Bricks, 1 lb., per lb.	0 29¾	0 31
Compound, prints	....	0 26
French, pure	....	0 31

Little Encouragement For Shortening Dealers

Montreal.

SHORTENING.—There has been very little relief in the matter of delivery of cottonseed oil and with the present congestion supplies continue to be rather light. There is a fair demand for shortening and this is about normal for January. In view of the fact that some are now using margarine who previously used shortening, there is less complaint than would be manifest were this substitute not available.

Shortening—		
Tierces, 400 lbs., per lb.	0 24½	0 25½
Tubs, 50 lbs.	0 24¾	0 25¼
Pails, 20 lbs., per lb.	0 23¾	0 25
Bricks, 1 lb., per lb.	0 25½	0 26¾

Small Delivery Poultry; Prices Firmly Held

Montreal.

POULTRY.—There are few deliveries of a large nature owing to the disorganization of traffic over the transportation lines. Supplies are just fair and prices continue firm with the tendency upward rather than to lower levels. It is stated that there is less in cold storage than was held a year ago at this time. Storage poultry sales are very good and orders are quite satisfactory with jobbers. Of the live poultry, receipts are very small and the severity of the weather has been responsible for this condition. Poultrymen will not be likely to take a chance on shipping while temperatures remain so low. Quotations are being made on the following basis:

Poultry—		Dressed
Old fowls	0 23	0 25
Chickens, crate fattened	0 28	0 30
Roasting chickens	0 26	0 28
Young ducks	0 27	0 28
Turkeys (old toms), lb.	0 32	0 34
Turkeys (young)	....	0 35
Geese	0 25	0 27

A Decided Firmness Marks Storage Eggs

Montreal.

EGGS.—The continued scarcity of new-laids has had the effect of stimulating the demand for storage eggs and these have moved up several points this week. As showing the great disparity in the matter of receipts over those for a portion of last year it may be cited that there has been a falling off of no fewer than 325,457 cases up to last week. From the 1st of May, 1917, to Jan. 5, 301,275 cases of eggs were received and for the corresponding period a year ago the receipts were 626,732. And dealers state that there is little promise of conditions being improved before well into February. New-laids are very firm and higher prices than ever are being paid. Selects, No. 1 and No. 2 are up three, two and two cents respectively over the quotations of a week ago.

Eggs—		
New-laid (specials)	0 65	0 75
Selects	....	0 50
No. 1's	....	0 46
No. 2's	....	0 43
Fall eggs	....	0 54

Cheese Receipts Fair And Sales Are Limited

Montreal.

CHEESE.—The receipts of cheese for the week have been a little better than for the corresponding week a year ago. These were 902 cases for week of January 7, 1917, and for the same week this year they were 1,451 cases. There is a limited amount of local business, the retail trade absorbing normal, but somewhat small, lots. Export continues to be made of lots bought for delivery abroad by the Cheese Commission. The outlook is that cheese-making will probably be started sooner this year than formerly owing to the high prices, which will have the effect of inducing farmers to get milk to the cheese factories as soon as possible and obtain these remunerative prices.

Cheese—		
Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Margarine Still Selling In Very Active Market

Montreal.

MARGARINE.—A continued activity is reported in the sale of margarine. Many jobbers who had been unable to meet the demand for the product owing to delays in getting United States product have now secured supplies and these are selling well. There are many repeat orders from the retail trade and this is indicative of repeat business being accorded them from the consuming trade. It would seem that there is a decided tendency to use margarine for some purposes other than table use, and it is reported that it is superseding lard and shortening in many homes. The prices are firmly held as follows:

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32½
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Prices Are Held Very Firmly

Montreal.

BUTTER.—The big slump in butter prices that was anticipated by many as a direct consequence of the marketing of margaine have not materialized. Butter is selling well and the prices are very firmly held with firming tendencies shown. Stocks of best creamery are said to be declining in a marked measure and this is one of the reasons added to that of an active demand ,for price maintenance. Quotations as made last week in CANADIAN GROCER are still held and these probably will be held in view of the rather serious tie-up of transportation and the continued good demand.

Butter—		
Creamery prints, storage	0 46	0 46½
Creamery solids, storage	0 46	0 46½
Creamery prints (fresh made)	0 44	0 44½
Creamery solids (fresh made)	0 43½	0 44
Dairy prints, choice	0 38	0 40
Dairy, in tubs, choice	0 35	0 39
Bakers', in tubs	0 32	0 38

Oyster Beds Frozen Over; Salted Codfish Lower

Montreal.

FISH.—It is stated to CANADIAN GROCER by one of the largest jobbers in the trade that the oyster beds at many points have been frozen over. This is quite unprecedented and it means almost a complete tie-up of the industry as far as present deliveries are concerned. General fish trade is keeping fairly active with a tendency to lower prices on salted codfish. This has been brought about as a result of rumors that there will be no observance of the Lenten season in some places. Stocks too are reasonably large. Fresh Eastern fish is very scarce due to generally cold weather and little fishing done. Codfish and haddock are selling freely. No frozen lake fish has been marketed as yet in quantities. Supplies have been held up by poor transportation. In the matter of oysters the deliveries are reported as being "from bad to worse."

SMOKED FISH.		
Haddies	0 15	0 16
Haddies, fillet	0 18	0 19
Smoked herrings (med.), per box	....	0 20
Bloaters, per box 60/100	....	1 50
Kippers, per box 40/50	....	2 40
SALTED AND PICKLED FISH		
Herring (Labrador), per bbl.		$12 50
Salmon (Labrador), per bbl.		23 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.		18 00
Green Cod, No. 1, per bbl.	15 00	15 50
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.		22 00
Codfish (Skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box		2 25
SHRIMPS. LOBSTERS		
Lobsters, medium and large, lb.		0 45
Prawns, lb.		0 30
Shrimps, lb.		0 28
Scallops		4 00
FRESH FROZEN SEA FISH.		
Halibut	21	22
Haddock, lb.	07½	8
Mackerel	13	14
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 25	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10½	0 11
Perch	....	0 13
Whitefish, lb.	0 15	0 16
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 15	0 16
Smelts, No. 1	....	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	....	2 50
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 08	0 09
Steak Cod	0 09½	0 10
Market Cod	0 07	0 08
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 18	0 20
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	....	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 15	0 16
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18

Cabbage To Go To $3; Many Potatoes Frozen

Montreal.

FRUITS AND VEGETABLES.—The fruit and vegetable trade for December was one of the best in recent seasons and January is coming along well. It takes some time after the holidays for real brisk conditions to resume and until a little later dealers do not expect a great volume of trade. The features of the week are few and among these a higher quotation is made for cabbage. This is up 25c per barrel to $2.50 and it is expected to go to $3 by the end of the week. California oranges are higher and Porto Ricos also are firmer as a result of slow and congested transportation. Bitter oranges are on the market at $4 per case. California celery is firm in price and leeks are firmer. Canadian and American parsley and American sprouts are all somewhat higher in price. Owing to transportation some lines are very hard to get. Many potatoes are reported to have been frozen by the severe cold and one dealer states that he knows of some 25 carloads that have been frosted and these will represent a loss of around $1,000 to the car. It will probably not make any great difference in price immediately but the shortage for the time being may have a temporary effect on the market. There are plenty, it is reported, in various sections and when these are procurable, after weather conditions permit shipment, there will be an ample supply, it is thought.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, California	6 25	7 50
Oranges (bitter)	....	4 00
Grape fruit	3 50	5 00
Lemons (fancy new Messina)	6 00	7 00
Grape fruit (fancy Jamaicas)	....	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	8 00	8 50
McIntosh Red	....	8 00
Ben Davis	....	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Pears (eating)	2 50	4 00
Cauliflower (California), crate	2 50	2 75
Cabbage, Montreal, per bbl.	....	2 50
Cabbage, Montreal, doz.	....	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, California	6 50	7 00
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 50
Spanish onions, half cases	....	2 25
Spanish onions, large crate	5 00	5 50
Potatoes (sweet), per hamper	2 50	4 50
Carrots, bag	0 90	1 00
Beets, bag	....	1 00
Parsnips	....	1 25
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	....	1 75
Lettuce, curly (4 doz.), box	....	2 25
Tomatoes, pound	....	0 30
Horse radish, per lb.	....	0 30
Beans, wax, bag, U.S.	....	7 00
Beans, green, bag, U.S.	....	7 00
Leeks, per doz.	3 00	3 50
Parsley, doz.	....	0 60
Parsley, Bermuda, doz.	....	0 75
Mint, doz. (American)	....	0 40
Watercress, doz.	....	1 25
Watercress (Canadian)	....	0 50
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 15
Sprouts, Brussels, American, qt.	0 25	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb.	....	0 25
Dried thyme, dried savory, dried marjojram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 50	2 75
Peppers, per bkt.	....	1 25
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	....	20 00
Cranberries (new), small size, per bundle	....	1 50

Fair Arrivals Of Live Hogs

Toronto.

PROVISIONS.—Fair arrivals of live hogs were reported at the stock yards during the first part of the week in spite of the severe weather conditions. This was cause for a mild degree of surprise. But stockmen pointed out that livestock must necessarily be kept moving if at all possible. The opening of main lines to traffic resulted in sending fairly good supplies to this market. There was a

strong situation in dressed hogs, and prices were higher at $26 to $30 per hundred. Live hogs, fed and watered, were quoted on the basis of $19, which is an advance of 50c over prices prevailing last week. Cooked meats were in firm position, and prices were higher by 1½c to 2½c per pound. Movement of provisions necessarily has been greatly restricted during the week owing to the storm conditions.

Hams—		
Medium	0 31	0 33
Large, per lb.	0 26½	0 29
Backs—		
Plain	0 39	0 44
Boneless, per lb.	0 42	0 48
Bacon—		
Breakfast, per lb.	0 36	0 40
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 39
Dry Salt Meats—		
Long, clear bacon, lb.	0 28½	0 29
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 43½	0 46
Hams, roast, without dressing, per lb.	0 45	0 48
Shoulders, roast, without dressing, per lb.	0 38½	0 45
Barrel Pork—		
Mess pork, 200 lbs.	....	55 00
Short cut backs, bbl., 200 lbs.	59 00	60 00
Pickled rolls, bbl., 200 lbs.	51 00	55 00
Hogs—		
Dressed, abattoir killed	26 00	30 00
Live, off cars	....	19 25
Live, fed and watered	....	19 00
Live, f.o.b.	....	18 25

Margarine Continues To Gain Popularity

Toronto.

MARGARINE.—Continued good business in margarine gives evidence that it is growing in popularity. Repeat orders continue to come in, and there is a general feeling of gratification among commission men over the way that the business has been developing. Heavy purchases have been made by some concerns, who have been successful in turning their stocks of margarine as soon as they arrived. Prices were firmly maintained during the week. In our report last week it was pointed out that the difference between margarine and butter was in the neighborhood of 12c to 15c per pound. This was placing the difference conservatively, as there is in reality at the present time a difference of 18c between fresh-made creamery prints and best grade margarine and a difference of 16c between storage creamery prints and margarine. This is a saving that is very attractive to the anxious household provider in very many instances.

Margarine—		
1-lb. prints, No. 1	$0 32	$....
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Situation Shows Signs Of Improving

Toronto.

SHORTENING.—There is a more hopeful feeling abroad in the shortening market, as some of the manufacturers have been informed they will be able to get sufficient oil for their requirements in the near future. Apparently the only drawback to good receipts of cottonseed oil at the present time is the tie-up through storm conditions. Other manufacturers of this product still experience difficulty in getting sufficient for their requirements. Accordingly they are forced to sell in small quantities. At the present time the demand is greater than available supplies. Prices were firm, with an advance of ½c per pound recorded in quarters that were last week quoting at 24½c tierce basis.

Shortening, tierces, 400 lbs., lb.	0 25	0 25¼

In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Movement Of Lard Reported Fairly Good

Toronto.

LARD.—Lard prices were firmly maintained during the week. Although the demand is not heavy, it is of a steady nature, and is of sufficient volume to take care of the after-holiday trade. Stocks in dealers' hands are not heavy, there being sufficient trade to keep the market fairly well cleaned up. Arrivals of hogs were fairly good during the week, considering the adverse weather conditions.

Lard—		
Lard, pure tierces, 400 lbs., lb.	0 28½	0 29

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Storage Creamery Is Again Firmer

Toronto.

BUTTER.—There was a good demand for fresh-made creamery butter during the week, and prices held firm at 50c for prints and 48c for solids. Storage creamery butter recovered again after a temporary weakness last week and prices were again advanced 1c, making the basis of storage prints 47c to 48c per pound and storage creamery solids 45c to 46c per pound. Dairy butter continued in weak market with prices unchanged during the week. Fresh-made creamery butter continues to be somewhat feedy in quality.

Creamery prints, fresh made	....	0 50
Creamery solids, fresh made	....	0 48
Creamery prints, storage	0 47	0 48
Creamery solids, storage	0 45	0 46
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 33	0 35

Storage Eggs Go Still Higher In Price

Toronto.

EGGS.—There is a firmer situation in storage eggs as a result of the dwindling of stocks. Estimates place the time at which existing stocks will hold out at from three to four weeks. Select storage eggs in consequence showed higher levels during the week and were quoted up 1c to 2c per dozen, making the range from 50c to 52c per dozen. No. 1 storage were also quoted higher by 1c, the range being from 46c to 48c per dozen. There is a good demand for eggs. Storm conditions have blocked the free movement of eggs to outside points. New-laid eggs have also been arrested in their movement toward this distributing centre.

Eggs—		
New-laids, in cartons	0 65	0 70
Storage selects, ex-cartons	0 50	0 52
Storage, No. 1, ex-cartons	0 46	0 48

Agitation For Higher Cheese Continues

Toronto.

CHEESE.—Farmers in this province are still keeping up the agitation for a higher price for cheese. It is pointed out that prices on this commodity have not been changed for almost a year, while the prices on almost every other line have been going upward. With a higher price for cheese than 21¾c per pound they would stand the chance of getting more for their milk. The Cheese Purchasing Commission, however, has given no intimation that a change is likely to be made.

Cheese—		
New, large	0 22½	0 23½
Old large	0 23	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Prices Go Still Higher

Toronto.

POULTRY.—Dealers in poultry increased their paying prices during the week in an endeavor to induce stocks to move to this market more freely. Live ducks were quoted at 22c to 25c and dressed at 25c per pound as paying price. Live geese were quoted 12c to 16c per pound and dressed at 18c to 24c. Turkeys were quoted from 25c to 27c for live birds and 32c to 35c for dressed birds. Poultry was evidently fairly well cleaned out for the holiday trade, producers being disposed to let their stocks go freely. Following is the range of prices being paid:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 22-$0 25	$.....-$0 25
Geese	0 12- 0 16	0 18- 0 24
Turkeys	0 25- 0 27	0 32- 0 35
Roosters,	0 16- 0 18	0 20- 0 22
Hens, over 5 lbs.	0 25- 0 26	0 25- 0 26
Hens, under 5 lbs.	0 20- 0 22	....- 0 22
Chickens, 4 lbs. and up	0 22- 0 25	0 25- 0 27
Chickens, under 4 lbs.	0 20- 0 25	0 23- 0 27
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	$0 25-$0 28
Ducks	0 27- 0 30
Chickens	0 28- 0 30
Do., milk-fed	....- 0 33
Turkeys	....- 0 40
Geese	....- 0 27

Severe Weather Hampers Oyster Trade

Toronto.

FISH, OYSTERS.—Severe weather conditions at the coast have prevented the lifting of oysters from their beds in any considerable quantities. Only firms with large ice-breaking boats were able to take up oysters. There is a good demand in the local market and prices have been maintained for oysters during the week. Salt mackerel in kits was quoted slightly easier in one quarter during the week at $2.40 per kit. Medium halibut is in fairly good supply and is being quoted at 20c per pound with chicken halibut at 19c per pound. Pan-frozen cod are being quoted at 7½c per pound and pan-frozen haddock at 7½c per pound. Pickled sea herring was slightly

(Continued on page 41.)

Sell

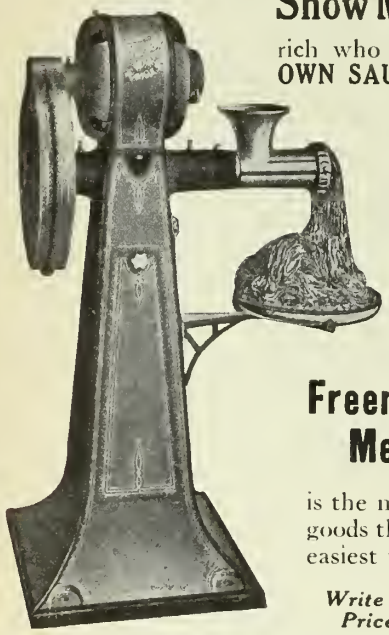
Jersey Farm Sausage

—the line that will measure up to your expectations in quick sales and satisfied customers.

Maciver Bros. Co., Keating St., Toronto

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who NEVER got rich who did not make his **OWN SAUSAGE.**



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The public is looking for this article.

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is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO
TORONTO—114 York St., Near King
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Mince Meat

WE are putting up a line of fine *Old English Mince Meat* in quart self-sealing glass jars, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kits
40-lb. "
20-lb. "
5-lb. Tins
And 1 Quart Sealed Jars.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

THE WILLIAM DAVIES COMPANY, LIMITED

ESTABLISHED 1854

TORONTO, CAN.

January 18th, 1918

A Word of Explanation
to our Customers.

Dear Sir:—

Probably you have ordered from us certain supplies of Oleomargarine just lately, and naturally you feel annoyed that these supplies haven't reached you yet.

Believe us, Mr. Dealer, we, too, are equally concerned, because if anything annoys us more than another it is to fall down in the making of shipments to our customers when they need them.

But the fault is not ours--neither is it the fault of the Canadian Government.

We (along with other Canadian Importers) have had our supply of Oleomargarine held up on the other side because the shippers have been unable to get the U.S. Government to issue the necessary export licenses--and until a separate license is issued for each shipment it is impossible to get any Oleomargarine across the border.

However, our shippers (Wilson & Co., Chicago) are straining every nerve to get these licenses, and the very minute they do so they will send along the necessary supplies.

In the meantime we know you will bear with us. These licenses are expected any minute, and as soon as ever our supplies reach us we will lose no time at all in filling your order. They may arrive even before this letter appears in print! You see how it is, don't you?--and you can depend upon us to do our best.

Yours very truly,

THE WILLIAM DAVIES CO., LIMITED.

If you want the Highest Grade Oleomargarine, order

"Majestic"—"Laurel"—or "Diamond A" Brands

Your share of the Fish demand

will be decidedly worth while when you make the popular Brunswick Brand the feature of your fish displays.

Brunswick Brand Sea Foods

People everywhere are being urged to eat fish and conserve the nation's meat supplies. Help your customers be patriotic by suggesting the more general use of Brunswick Brand—the Sea Foods of A1 quality.

Stock from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

Economical, Wholesome and Easily Prepared

INDIAN CHIEF BRAND CLAMS

The high-grade, easily-prepared, wholesome food that sells quickly and always repeats.

Prepared and put up under the most sanitary conditions the same day they are taken from the clam beds. Sealed in cans without solder or acid. Sells easily and gives you a good profit.

Get a trial supply from your jobber and prove their selling value.

Packed by

SHAW & ELLIS

Pocologan, N.B.

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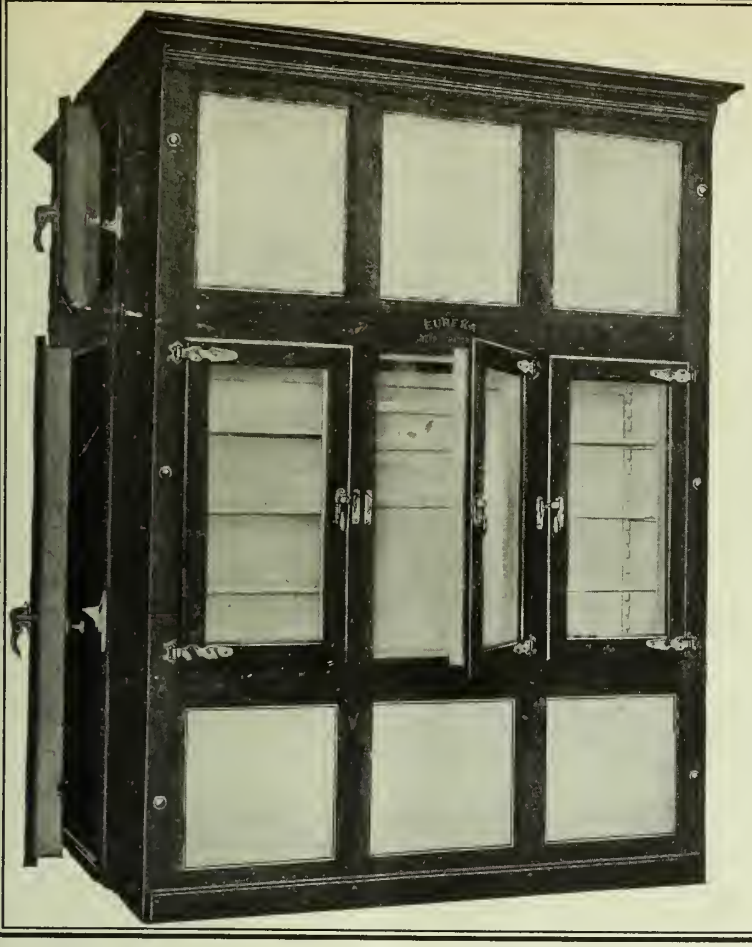

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Is made all sizes for all purposes with doors and windows on any side to suit any meat market or store without extra cost.

Let us help you plan your new refrigerator. Our 31 years' experience is at your disposal *free*.

Now is the time to place your order. Do not leave it too late.

Eureka Refrigerator Co., Ltd.
11 Colborne Street, - TORONTO
Phone Main 556

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade after they had appeared in this paper.

Send for your copy TO-DAY. The supply is limited. No charge for copies.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO

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BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.) HAMILTON

Place Orders Now for Shipment Later

FRUIT JARS, VINEGAR

THIS WILL SAVE YOU MONEY.

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King

EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W. MONTREAL

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

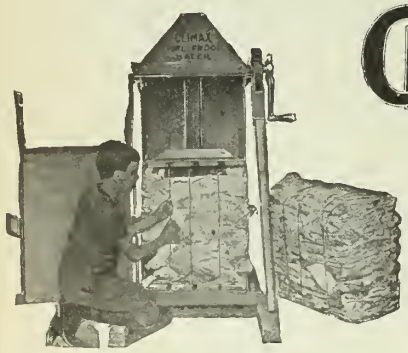
Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

STOP THE WASTE!



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Baling Press

turns waste paper, cardboard, etc., into money and reduces your fire risk. Made in 12 sizes.

Climax Baler Co.

Hamilton, Ont.

Order your canning boxes early and get prices from

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

We quote by return mail.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

BE convinced that the selling value of Furnivall's means a bigger turnover for you and better profits, too, by getting stocked now with these customer-pleasing Canadian-made jams. Any of the undermentioned agents can supply you.

FURNIVALL-NEW, Limited

Hamilton, Canada

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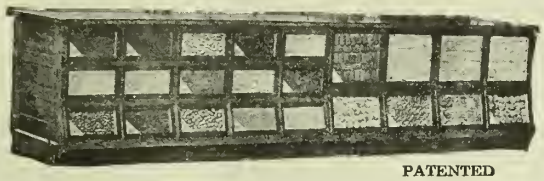


PATENTED

a Good Meatless Dinner!

A Sherer counter with its 31 drawers and compartments is the source of a good, meatless dinner.

A course dinner "from soup to nuts" can be chosen by the customer of a wise Sherer grocer. The counter is a meatless "bill of fare" as it were!

A Sherer counter, moreover, is an additional salesman silently offering your goods. It's a custodian keeping off flies, dirt and germs. It's an insurance —keeping 31 articles at 100%.

In fact a

SHERER COUNTER

is more things in one minute than you can possibly imagine—till you have tried one.

When you once try one, it so positively and thoroughly proves its all-around value—that you buy another—then another—because it pays you to do it.

A Sherer counter is the biggest paying equipment a grocer can buy! We can prove it!

Our Booklet AC tells what you would be glad to know if you knew what it tells.

SHERER-GILLETT COMPANY, LIMITED

Patentees and Manufacturers

Guelph, Ontario

TO Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

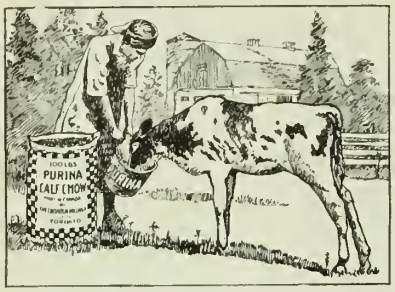
SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

You Can't be a Member of the Boys and Girls Checkerboard Calf Club



But you can be one of the many progressive dealers who are taking advantage of our consumer advertising. Read this advertisement we are running in the farm papers.

Boys and Girls Checkerboard Calf Club

Realizing the scarcity of beef and being anxious to do all in our power to assist the allies, we are organizing a boys' and girls' Checkerboard Calf Club.

We want every boy and girl to do their bit and

Raise a Purina Calf

We offer special prizes to boys and girls under 18 years of age for the best calf fed on

Purina Calf Chow

Ask your daddy to give you a start.

Every calf raised will help win the war. Write to-day, fill in the attached coupon and full particulars will be forwarded.

I am interested in calves and would like to become a member of the CHECKERBOARD CALF CLUB.

MY name is.....

MY address is .....

Date of birth .....

MY feed dealer's name .....

MY feed dealer's address.....

The Chisholm Milling Co., Ltd., Toronto, Canada

Every general store and grocery should place a stock of

PURINA CALF CHOW

in a prominent place in their window and store.

HELP THE ALLIES

by encouraging the increased production of calves.

PURINA POULTRY FEEDS

are also an attractive line for every dealer—never before did so many go into poultry raising. We supply liberal quantities of advertising matter.

Write us to-day for quotations.

The Chisholm Milling Co., Ltd., Toronto, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Size.	Less than 10-case lots Per doz.
Dime	$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2½-lb.	12 85
5-lb.	24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS.

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.

	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz.; 3's, Plain, Tall, $2.75 doz.; 3's, Tomato Sauce, $3.20 doz.; 3's, Chili Sauce, $3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $10.25 doz.

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE.

Keen's Oxford, per lb	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90

Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 30

Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes,	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

WHAT DO YOU WANT?

IS it work, or is it some fixture for your store? Is it a buyer for something you have to sell? Is it something to exchange? Is it information?

Is what you want worth spending money on to find or get?

And do you believe in advertising? Do you believe that somewhere in the grocery trade in Canada is some man who will be glad to see your advertisement? Then back up your faith with money—with a dollar, or half-a-dollar—or two dollars, or more.

By which we mean: put a small, brief advertisement in CANADIAN GROCER—two cents a word—and cut out every useless word. Order the advertisement to continue for several insertions.

If you find your man, you'll think the advertising cheap. We don't guarantee you replies—any more than the post office can or will, which carries printed matter sent out by sellers to buyers. Our business is to get your advertisement where 5,000 grocers and their staffs can see it. And when we do this, we do much for you at little cost to you.

Never try, never get.

Fish, and keep on fishing, if you want to catch fish.

Now send along the advertisement to

CANADIAN GROCER
143-153 UNIVERSITY AVENUE, TORONTO

"KEYSTONE"
Household Brushes

Extra fine quality—moderate price—good profit.

Floor Brushes
Shoe Brushes
Table Brushes
Whisks
Scrub Brushes
Stove Brushes, Etc.

Write for Prices, Etc.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND
2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, eacb 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, eacb 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," eacb 24 cans	5 75
Reindeer Brand, "Small," eacb 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

GELATINE

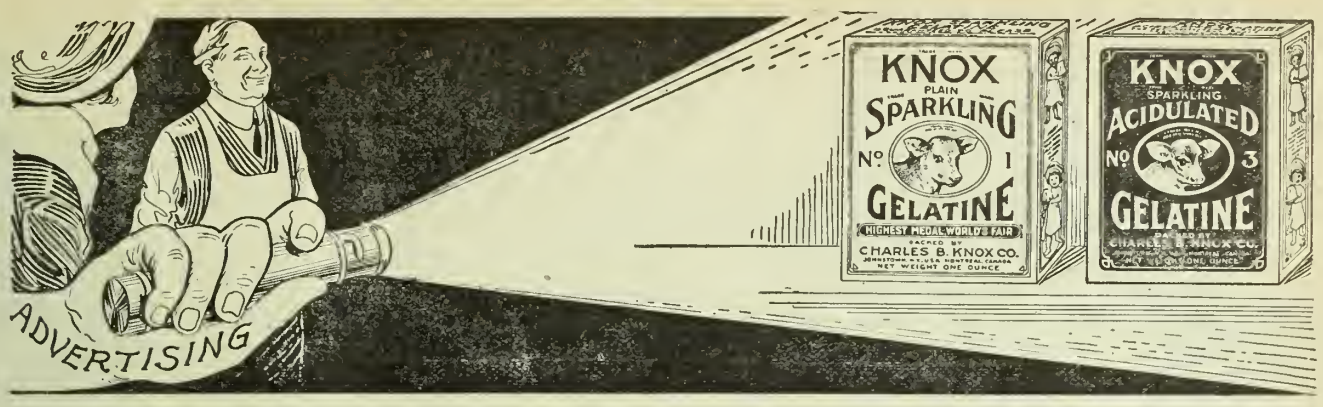
Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 35

W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn — ½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s. $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s. $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2.
$7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar. ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label), Talls, 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Individuals, 95c doz.
Pork and Beans, Chili (red and gold label), 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Brotb, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
1 doz. per case, at $10.00; 10-oz. bottles, $5.00.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50.
English Plum Puddings, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage — 1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops — ½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken — ½s, $6.00; 1s, $9.00.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch— 1s.
Chateau Brand Pork and Beans—1s, $1.60; 2s, $2.30; 3s, $3.50. Tomato Sauce ,individual. $1.00; Plain Sauce, individual, 95c; 1s. $1.50; 2s, $2.05; 3s, $3.25.
Smoked Geneva Sausage—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 85
D. S. F., ½-lb.	3 50
D. S. F., 1-lb.	6 80
F. D., ¼-lb.	1 15
	Per jar
Durham, 4-lb. jar, each	1 30
Durham, 1-lb. jar, each	0 37



Extensive Advertising Maintains the Sale of

Knox Sparkling Gelatine

We never let American housewives forget KNOX SPARKLING GELATINE, but keep it everlastingly before them with magazine advertising that penetrates every corner of the country and reaches them, no matter where they live. You'll find KNOX GELATINE is the best known to your customers and consequently the easiest to sell. Keep it well displayed and thereby secure every possible sale because

Every Package Pays You a Good Profit

"On request we will send you 'Food Economy' booklets for FREE distribution. These will help your customers keep their pledge to Hanna."

Charles B. Knox Gelatine Company, Inc. - Johnstown, N.Y.

S. DAVIS & SONS, LTD.

CIGAR MAKERS
MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grant Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

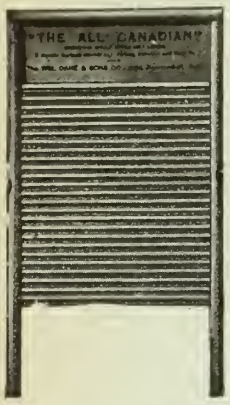
The Largest Cigar Manufacturers in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the

NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD



means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited

NEWMARKET, ONTARIO

Try Marsh's on your particular trade

The man or woman with whom quality is a first consideration is deeply enthusiastic about the delicious goodness of Marsh's Grape Juice.

Good grocers should always feature Marsh's. It pays.

The Marsh Grape Juice Company

Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw id boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes ¼c higher).

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	0.10½
Boxes about 40 lbs.	0.10¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0.11
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	0.11½
Barrels, 200 lbs.	0.11
Kegs, 100 lbs.	0.11
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0.13½
Kegs, extra large crystals, 100 lbs.	0.11½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.50
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10
Benson's Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.11
Casco Refined Potato Flour 1-lb. pkts, 20-lb boxes	.18

(20-lb. boxes ¼c higher than 40's except Potato Flour).

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE OORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs	6 50
½ barrels, per 100 lbs	7 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 1-14s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 1-9s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies	0 70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. [illegible]	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, ½ butts, 10 lb. boxes	0 74
Derby 8s, ½ butts, 8 lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6s	0 80
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes	0 72
Walnut, 9s	0 70

FRUITS

In these days of difficulty in securing supplies we can, owing to our wide connections, offer almost complete stocks in California Navels, Florida Oranges and Tangerines; Celery, Cauliflower, Lettuce; Grape Fruit, Bananas, Boxed and Barreled Apples; Onions, Spanish and Domestic.

FISH

More Fish being sold than at any time before. We have every line you want. Qualla and Cohoe Salmon, Halibut, Smelts, Mackerel, Sea Herrings, Haddies, Fillets. Ciscoes of our own curing, packed 15-lb. boxes.

Oysters — H. C. Rowe & Co. High Quality.

MAIL ORDERS

We are featuring mail business. Double satisfaction guaranteed. An order by mail receives careful and prompt dispatch. Direct phone for country orders, Main 6243.

WHITE & CO., LIMITED

FRONT AND CHURCH STREETS

Also Hamilton **Toronto**

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.

OWEN SOUND, ONT.

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(Technical Book Dept.)

143-153 University Ave. - Toronto, Ont.

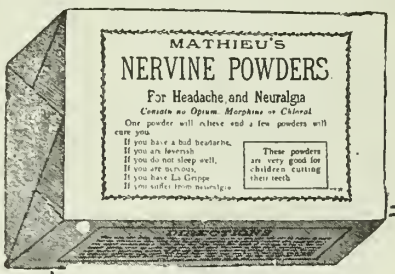
If any advertisement interests you, tear it out now and place with letters to be answered.

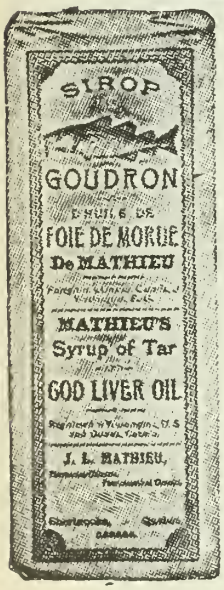
Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.


MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral
One powder will relieve and a few powders will cure you.
If you have a bad heartache,
If you are feverish
If you do not sleep well,
If you are nervous,
If you have La Grippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth
DIRECTIONS



Your customers want these two

You'll find a display of Mathieu's Nervine Powders and Mathieu's Syrup of Tar and Cod Liver Oil a source of much additional profit. These two "reliables" always give excellent results. They're worth showing regularly.

J. L. Mathieu Co.

Proprietors

Sherbrooke, Que.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY, FLOUR AND FEED BUSINESS, stock and buildings, in thriving town; reasons for selling, ill health; apply Box 619, Tottenham, Ont.

FOR SALE — Solid brick store and dwelling, with good grocery business, shelves, counters go with store, owner leaving city needs the money, price $4,700, $1,000 cash. Apply L. Dodson, 375 Sammen Ave. Danforth Car to Cedarvale Ave.

FIRST-CLASS CONFECTIONERY BUSINESS for sale—doing good trade; fifteen years in business; in good location, Queen Street east; owner retiring. E. Frisby, 29 Brooklyn Avenue, Toronto.

PATENT MEDICINE BUSINESS MANUFACturing a staple proprietary article of merit, with big prospects; has been on the market for years and advertised. This is a good opportunity, and a few hundred dollars will finance; present owner retiring. Full particulars by applying to Box 267, Canadian Grocer.

GROCERY BUSINESS FOR SALE — GOOD live eastern city. Stock and fixtures about $2,000. For further particulars apply Box 273, Canadian Grocer.

ELZEAR TURCOTTE'S LARGEST GROCERY store in Quebec City, is offered for sale or to rent from 1st May next. Here is an opportunity for a hustler with a small capital of $5,000.00. All inquiries answered willingly.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants, accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

WHOLESALE GROCER—WE WANT ONE IN each district throughout Canada to take up the sole distribution of our specialties—"Cakeoso," a ready prepared cake flour, and "Puddee," for making light steamed puddings. Millions sold in the Old Country. Will sell in Canada if introduced. Other lines added shortly. Saska Packing Co., Saskatoon.

POSITION WANTED

YOUNG MARRIED MAN WITH 15 YEARS' retail experience, desires position as traveller with good wholesale or specialty house. Highest references. Box 272, Canadian Grocer.

MARRIED MAN, 20 YEARS' EXPERIENCE IN groceries, open for position as manager or buyer, thoroughly competent. Apply Box 271, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

LINES WANTED

GROCERY TRAVELLER, WORKING EVERY store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

MANUFACTURERS—DO YOU WANT YOUR goods introduced in Saskatoon and district? If so, write Hustler, Box 269, Canadian Grocer.

A RELIABLE SALESMAN HAVING A GOOD connection with the grocery trade, is open for a first-class grocers' specialty line for British Columbia and Alberta. Apply Box 270, Canadian Grocer.

HELP WANTED

WANTED—THOROUGH GROCERY MAN — state age, experience, salary expected, references. Send photo. Apply T. P. Malone, Strathcona, Alta.

FIXTURES WANTED

WANTED — A USED DISPLAY REFRIGERAtor for meats—must be up-to-date and a bargain. J. A. Mulligan, Wardsville, Ont.

POSITION WANTED

A CLERK NEEDS A GOOD POSITION WITH good prospects just as much as an employer needs a good clerk with enthusiasm or "pep." To bring the two together is the proposition. Mr. Employer, try a condensed ad in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with an extra charge of 5 cents per insertion for Box Number.

AGENCIES WANTED

A HIGH-CLASS MANUFACTURING FIRM IN Nova Scotia, with excellent connection amongst wholesale and retail grocers, confectioners and fruiterers in the Maritime Provinces require exclusive agency for one or two other lines. Would either purchase outright or handle on commission, the former preferred. Box 274, Canadian Grocer.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Buyers' Guide

FOR SALE

Fresh Dressed Poultry
Selected Fresh and Storage Eggs
Choice Creamery Butter, Shortening.

C. A. MANN & CO.
8 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

NO-FROST

keep the

Steam and Frost from the Glass

will positively keep all glasses clear from

Frost, Fog, Steam, Rain, Sleet, Mist, Snow

For use on auto. windshields, eye-glasses, windows, mirrors, headlights, street car, locomotive, restaurant, store and pilot house windows, or for use where the air is heavy with moisture.

Keeps the Glass clear and bright in all kinds of weather.

Price 35 cents per package, prepaid.

G. W. FLINTOFF
2088 Dundas Street Toronto

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

The money is yours—and we'll get it for you.

That is if you just say the word. Look over your hooks. See the number of bad accounts and realize that you are losing money on them everyday.

We can get your money for you

Ours is a large and reputable organization qualified to collect anywhere.
Write to-day for full particulars and samples of our Special Forms.

NAGLE MERCANTILE AGENCY
Westmount (Montreal), Que.

Trade Papers are Pioneers of Business Expansion

LARGEST CANADIAN DEALER
ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

VOL-PEEK

Repairs Leaky Utensils in Two Minutes

VOL-PEEK is a war time specialty that is making a tremendous hit wherever introduced. Leaky pots and pans, holes in graniteware, aluminum, enamelware, tin, iron, etc., can all he quickly and easily made perfectly watertight with Vol-Peek. Applied with the fingers. No tools required. Article as good as new in two minutes. Supplied dealers in handsome display stands. At your wholesaler or

H. NAGLE & CO.
Box 2024, Montreal

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

KING GEORGE'S NAVY

CHEWING TOBACCO

Gets You Double Profit

The immediate profit you get when you sell a plug of King George's Navy Chewing, though very attractive in itself, is not the only advantage you derive from handling this real man's chew.

You earn for yourself the goodwill and the confidence of the men folk and a bigger turnover all round is sure to result. Why not sell King George's Navy?

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.

HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

JAPAN TEA

WEIGHING TEA

You will have an entirely new idea of how good tea can be, if you drink "JAPAN TEA." It has a satisfying flavor, a delicacy of aroma that imparts a subtle finish to a delightful meal—and is unquestionably the best natural stimulant for body and brain.

The Japanese Government prohibits adulteration and coloring of Tea.

ON SALE AT ALL GROCERS

One of our sales-creating consumer ads.

Ask your wholesaler to supply you with a stock of Japan Tea and be convinced that its superior and well advertised deliciousness will bring you quick, easy sales and generous profits. Let your customers know you handle Japan Tea, the tea of quality and unstinted satisfaction.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, JANUARY 25th, 1918 No. 4

A Product of

"Standard Quality"

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

It appeals to all classes of chewers and proves an active money-maker to an army of grocers who handle it.

FOR SALE BY ALL THE WHOLESALE TRADE.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Syrup

Crystal DIAMOND Syrup

Pure Cane

A fine quality syrup at an attractive price.

This is the season to sort up your stocks.

St. Lawrence Sugar Refineries, Limited
Montreal

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,
or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

The Original and Leading Brand since 1857.

The Three Big Winning Points

about the Borden line of Milk Products are their Unbeatable Reputation, their Unimpeachable Quality and their Delicious Economy.

Borden consumer advertising is constantly reminding your customers of these facts. The demand is created for you and a good window display of

Borden Milk Products

will enable you to cash in on it.

Featuring Borden's is a quick and easy way to Bigger Business. Don't let your customers forget you're a Borden dealer.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

TRUE FLAVOR *and* STRENGTH

Even the cheapest vanilla bean in the market is "Pure" vanilla —but extracts made from poor-quality beans are not likely to bring your customers back for more extract.

Shirriff's

True Vanilla

contains all the strength, fine mellow flavor and aroma of the world's best vanilla bean—the Mexican.

Shirriff's secret process requires a whole year to complete. Every bit of flavor and strength of the Mexican bean is secured. Shirriff's is

50%

stronger than the Government requirements.

Less of it is needed to impart the right flavor. That is the kind of product that builds up trade. Write for particulars.

Imperial Extract Co.

Toronto

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(Technical Book Dept.)

143-153 University Ave. - Toronto, Ont.

CLARK'S PREPARED FOODS

are guaranteed prime quality.

CLARK'S PORK & BEANS

Canadian Boiled Dinner	Corned Beef Hash
Beefsteak and Onions	Potted Meats
Cambridge Sausage	Sliced Smoked Beef
Corned Beef	Tongue, Ham and Veal
Roast Beef	Fluid Beef Cordial
English Brawn	Peanut Butter
Loaf Meats	Minced Collops

Soups (Full Assortment) etc., etc.

GIVE QUALITY. YOU'LL GET THE BUSINESS.

W. CLARK, LTD. MONTREAL

Clark's

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying

IMPERIAL
Maple Cream
Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocer's esteem, than

Windsor Table Salt
Made in Canada

It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO. LIMITED

MacKay's
Pearl Barley Flour

"A BARLEY FOOD"

It's "The Real MacKay"

A grand line for infants, invalids and aged people.

For nursing mothers — once tried always used.

To buy it once is to buy it continually.

Show it in your displays and get your trade fully acquainted with its delicious goodness.

Get a little trial supply to-day.

John MacKay Co., Limited
BOWMANVILLE, ONT.

A Big Saving
For your customers
Big Profit
For you
POPULAIRE'S Egg Powder

Order some to-day—retails at 10c. per package (equal to one dozen eggs) also larger sizes.

WRITE FOR PRICES.

The Imperial Co., Regd.

645 St. Valier St. Quebec, P.Q.

If any advertisement interests you, tear it out now and place with letters to be answered.

Now comes the new season's E.D.S. Orange Marmalade

No need to talk this line up, Mr. Dealer. You know what the E.D.S. label guarantees—tip-top quality through and through.

Just remember that the new season's E.D.S. Marmalade is made from finest oranges and pure cane sugar and will be all **ready for delivery on Feb. 1.**
Order from any agent listed below.

Ready for delivery
Feb. 1

E. D. Smith *and* Son, Ltd.

WINONA, ONTARIO

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

E
D S

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S

CELEBRATED

Seville Orange Marmalade

NEW SEASON, 1918.

Now Ready for Delivery.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

Brimful of Interest for Every Business Man

INCREASE YOUR PROFITS

AWAKENING OF BUSINESS, by EDWARD N. HURLEY, Former Chairman of the Federal Trade Commission. This is one of the most inspiring, helpful business books that has ever been written. Mr. Hurley presents in a clear, forcible way, plain truths that give business men a broader vision. 240 pages.
Price, $2.00

BENJAMIN FRANKLIN, Printer, by JOHN CLYDE OSWALD, Editor of The American Printer. It is interesting to visit with a great man like Benjamin Franklin, and just such an opportunity is afforded in this book. There are many reproductions of Benjamin Franklin's work. The type and typography are in harmony with the thoughts that Mr. Oswald presents. 239 pages, 54 illustrations.
Half leather binding, $3.50
Popular Edition, $2.00

THE MANUAL OF SUCCESSFUL STOREKEEPING, by W. R. HOTCHKIN, Ten Years Advertising and Sales Manager for John Wanamaker. One of the greatest needs of men in the retail business is ideas for selling plans. This book is filled with good ideas.
289 pages. De Luxe Edition $10
Popular Edition, $3.00

HOW TO ADVERTISE, by GEORGE FRENCH, Editor of the Advertising News. This book tells how to prepare advertisements. It contains many illustrations of advertisements. 279 pages, 115 illustrations. *Price, $2.00*

ADVERTISING, SELLING THE CONSUMER, by JOHN LEE MAHIN, New York Advertising Agent. The most important thing in advertising is selling the consumer. Mr. Mahin tells specifically how to do this. 298 pages, 26 illustrations.
Price, $2.00

ADVERTISING AS A BUSINESS FORCE, by PAUL TERRY CHERINGTON, of the Graduate School of Business Administration, Harvard University. William C. Freeman, of New York, whose Talks on Advertising are universally known, says: "I will read again his book and reread it until I have learned thoroughly many things that I must know."
562 pages. *Price, $2.00*

FIRST ADVERTISING BOOK, The, by PAUL TERRY CHERINGTON, Author of "Advertising as a Business Force." A great deal of the power of The First Advertising Book lies in the fact that it deals with actual experiences, not theories. 596 pages. *Price, $2.00*

THE NEW BUSINESS, by HARRY TIPPER, Manager "The Automobile"; Lecturer on Advertising, New York University. Everyone who has anything to sell will find this book a practical first assistant in increasing his sales. 391 pages.
Price, $2.00

WE, by GERALD STANLEY LEE, Author of "Crowds." A book as thought-compelling as "Crowds." It gives a splendid vision of the opportunities of the advertising profession. 711 pages.
Price, $1.50

ORDER FORM

MacLEAN PUB. CO., LTD., Technical Book Dept., Toronto

PLEASE SEND ME the following books, charges prepaid. I agree to remit $1.00 within five days after receipt of books and $1.00 a month until they are fully paid for, or to return them to you within five days (the payment plan applying ONLY to ORDERS for TWO OR MORE BOOKS).

(*Check the Books Desired*)

- ☐ Awakening of Business ($2.00)
- ☐ How to Advertise ($2.00)
- ☐ The First Advertising Book ($2.00)
- ☐ Benjamin Franklin, Printer ($2.00)
- ☐ Advertising, Selling the Consumer ($2.00)
- ☐ The New Business ($2.00)
- ☐ Manual of Successful Storekeeping ($3.00)
- ☐ Advertising as a Business Force ($2.00)
- ☐ We ($1.50)

NAME _____ STREET _____

Firm or Reference _____ CITY _____

SPECIAL CASH OFFER—If 5 or more are ordered and are paid for IN CASH in 5 days, a special discount of $1.00 will be allowed.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

Market your goods successfully in the West

Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results.

With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 NOTRE DAME AVENUE EAST, WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.
Wholesale Commission Brokers and Commission Agents
We can handle a few more good lines. Storage Warehouse and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

I have prospective buyers for cars of Potatoes, Turnips, Beets, Carrots, Parsnips. Let me have particulars of your offerings.

FRED J. WHITE
Broker, Board of Trade Building,
TORONTO - - - - Ontario

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

Hamblin-Brereton Co., Limited
Wholesale Grocery and Confectionery Brokers
KITCHENER WINNIPEG CALGARY

Lima Beans
on spot
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Grocery Advertising
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE $2.10 Post Paid.

MacLean Publishing Co.
143-153 University Ave., Toronto

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISER

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

Beans, Produce, Canned Goods, Nuts, Dried Fruits, Heavy Chemicals, Grocery Specialties
C. B. HART, Reg.
Wholesale Grocery and Merchandise Brokers
489 St. Paul St. W. - Montreal

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

For Information Use the Enquiry Blank Elsewhere In This Issue

To make it more convenient and to encourage you in sending questions, we are having this Enquiry blank printed each week.

This service is for *YOU* and will only be of benefit when you use it.

Send your enquiries along, they are welcomed. This service is *free* to subscribers.

USE THE BLANK FORM

Canadian Grocer
ENQUIRY DEPT.
143-153 UNIVERSITY AVE. :-: TORONTO

The Best Asset of a Grocery Business is Satisfied Customers

Baker's Cocoa and Chocolate

Registered Trade-Mark

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

ALWAYS SATISFACTORY

Made in Canada by
Walter Baker & Co., Limited
Established 1780
Montreal, Can. Dorchester, Mass.

MAPLE SYRUP

"Canada's Best" Brand

A Maple Syrup, exquisite and delicious in texture and flavor. Refined from the choicest Maple Sap of "Eastern Canada."

SUGAR SYRUP

"SUPERIOR BRAND"

A pure Sugar Syrup highly flavored.

BUTTERS

Maple Butter Chocolate Butter
Honey Butter Sweet Nut
Prune Butter

These are excellent to spread on Bread or for Cake Icing.

Maple Sugar Twin Block Cream Sugar Twin Block

A good selling block, retails at 10c.

Our lines are on sale by all leading grocers.

Buy through your jobber.

Canada Maple Exchange, Limited

Montreal

MANUFACTURERS OF THE BAINE CONFECTIONS

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

Intelligence Department

It should be generally known that grocers will display true patriotism to the boys at the front by recommending their customers who send over parcels to include in each a tin of

EVER-READY COCOA
"DANDEE" Brand

It is a sustaining, heat-giving liquid food prepared by just adding boiling water. No sugar or milk required.

Manufactured and Guaranteed by

Litster Pure Food Co.
TORONTO Limited

To your customers who are forced to economize and to others who consider it their duty you can wisely recommend.

Egg-O Baking Powder

It is economical because just one-half the amount used in ordinary baking powders is necessary with Egg-O.

One level teaspoon to one cup of well sifted flour is sufficient.

Push Egg-O and you will have satisfied customers and they will thank you for the suggestion when they try it.

Once sold the customer remains sold. Egg-O does the rest.

Order Egg-O to-day from your wholesaler.

Egg-O Baking Powder Company, Limited
Hamilton, Ontario

Mr. Bruce's Counsel

SPECIFICALLY APPLIED, MR. BRUCE'S COUNSEL may be said to recommend that business men should read every week THE FINANCIAL POST OF CANADA, to inform themselves concerning current events in the realm of Canadian business and public affairs.

Frank E. Mutton, Vice-President of the International Time Recording Company, of Canada, wrote the following letter to the publishers of THE POST:

Attention, Editor:

Recently we sent you a subscription covering the delivery of THE FINANCIAL POST to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact that, in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this country. Your paper contains information invaluable to any traveling representative of any firm.

(Signed) F. E. MUTTON.

Dated Oct. 12, 1917.

IN effect, THE FINANCIAL POST represents a Current Events Club, met weekly for the consideration and study of current affairs in Canada in relation to itself and the world at large. It represents the assembly of many, many surpassingly well-informed contributors who discuss intelligently, lucidly and proportionately, Canada's public and business affairs. No more stimulating and worth-while paper is published in Canada for the man who wants to be able to talk confidently, at the club, luncheon, board meeting, business council, public meetings, about Canadian public affairs.

THE price, $3, is nothing to the man who really wants to know. Three dollars spent for knowledge that multiplies a man's power and pleasure and satisfaction is a small, small sum to pay. We make our appeal for subscriptions to men who really want to know and who will take time each week-end to read profitably.

If you are willing to give this time, prove it by signing and mailing the coupon below

The Financial Post
of Canada

.....1917

THE MACLEAN PUBLISHING CO., LIMITED,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST. I will remit year's subscription, $3.00, on receipt of bill.

Name .....

With .....
(Name of firm, etc.)

C.G. Address .....

Talk Current Events

A Talk by H. Addington Bruce, Author of "The Riddle of Personality," "Psychology and Parenthood," Etc.

WHAT do you know about the doings in this great world wherein we live?

Do you try to form a really intelligent and well-considered opinion regarding events the world over?

Do you ever discuss their significance with friends and neighbors?

If asked what you think of any particular event, you are perhaps ready with an answer. Is your answer anything but a snap judgment, determined by prejudice rather than by reasoning analysis?

I put these questions not to be disagreeable, but because, if necessary, I want to spur you to appreciate the value that there is in discussion of current events.

Many people, fortunately, appreciate its value instinctively. Perhaps you are one of these. Many others are beginning to appreciate it.

This is shown by the growing popularity of clubs and classes on current events.

Only a few years ago such clubs and classes were almost unheard of. To-day most of our bigger cities have half a dozen of them or more.

In one city—Boston—a talented woman of my acquaintance draws an income of thousands of dollars a year from her leadership of current events classes.

Other men and women have similarly discovered that interest in current events is increasing so rapidly that they can well afford to organize classes like those conducted by the Boston woman.

Still, there remain many people—thousands of people—who never discuss current events. Many thousands more discuss only such events as come under the headings of "crime," "the theatre," and "sports."

These are the people I want to reach. They are the people I want to rouse to recognition of the practical helpfulness they will find in discussion of current events in general.

Current events clubs and classes might well be organized in every neighborhood, with weekly meetings to take up the outstanding happenings in international affairs, national politics, literature, art, music, science and industry.

Regular attendance at, and active participation in, these meetings will prove to be an education in itself.

It will enlarge the mental horizon and broaden the moral sympathies. By disciplining the mind to active thought it will raise the level of workaday efficiency.

It will make for a more alert, a more conscientious citizenship. It will give zest and color to a life which perhaps has hitherto been pathetically drab.

Unsuspected powers will be awakened. With a better grasp on the realities of life, the whole personality will expand.

One evening a week is certainly not too much to give to a discussion of the day-to-day developments in our wonderful world.

It may mean doing without an evening at cards or at the musical comedy, or at the dance hall. But this, after all, is not a terrible sacrifice.

And from the occasional talk over current events will come more profit than could possibly come from any number of evenings spent in card-playing, dancing, or listening to musical comedies.—Reprinted from the Toronto Daily Star.

What is 2-038?

It is our license number to manufacture

RALSTON WHEAT FOOD

As we are anxious to co-operate with the Food Controller we are substituting 20% barley. However, we have a limited stock which was packed previous to this change. Through the courtesy of the Food Controller we have been permitted to dispose of this stock by placing license number on outside of container.

RALSTON WHEAT FOOD

should be displayed prominently, as it is an economical breakfast food and meets all requirements of Food Controller.

Boost the Checkerboard Calf Club and You Boost Yourself, Mr. Merchant

And you also help win the war by the production of more calves in your community.

Our object is to secure 1,000 members, which means 1,000 calves, resulting in 700,000 lbs. more beef.

We offer special prizes to boys and girls under 18 years of age for the best calf fed on

PURINA CALF CHOW

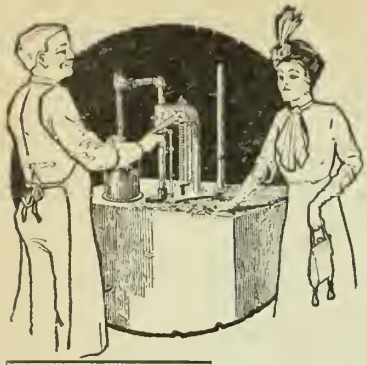
Send to-day for Posters for your store, and coupons for the boys and girls to sign to make them members of the club.

The more members among your customers, more Purina Calf Chow you will sell, and there is good profit in it. We are helping you through our advertisements in farm papers.

See next week's advertisement for further particulars.

The Chisholm Milling Co., Ltd., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



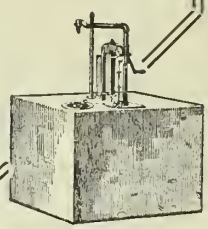
The Particular Merchant

Can you imagine anything impressing your trade more favorably than your reputation as a "particular" merchant? Naturally, this suggests the quality and quantity of foodstuffs sold—but how about the oil supply? Are you particular about it, too?
Perhaps your attention has never been directed to a better way of handling oil and you are doing your best with inadequate facilities. If so—investigate the

BOWSER ESTABLISHED 1885

Oil Storage System

It completes your chain of "particular" service. Prevents damage to food supplies by oil fumes; keeps oil off the floor; gives accurate measure; abolishes the fire hazard; is rapid, clean and a pleasure to operate. Makes a better store wherever it is installed.
Write for interesting literature



S. F. Bowser & Co., Inc.
TORONTO, ONTARIO
Sales Office in All Centres — Representatives Everywhere

The Cough Remedy Season

is hardly started, March and April being the best months for sales of this line. See that your stock of Chamberlain's is ample, and write the manufacturers for store advertising.

Chamberlain Medicine Co., Limited
TORONTO

There's quality and quantity in every package of

Bull Dog Ammonia Powder

Show this line constantly and your sales will never lag. Use of Bull Dog Ammonia Powder becomes a habit with the housewife—a good habit and one that will mean bigger profits for the dealer handling it.

Encourage the use of Bull Dog Ammonia. Get up a display to-day and start it going.

The John B. Paine Co., Ltd.
Toronto and Winnipeg

MR. GENERAL MERCHANT

More Profits in Your Dry Goods and Clothing Department

There is more money for you in dry goods and clothing if you watch markets, and study how to make it. Here is how one General Merchant does it. J. C. Nichol, General Merchant, Radisson, Sask., writes:—

> "Naturally dry goods and clothing is a profitable section for me, and consequently I am always anxious to know more about a big subject. I have been a subscriber to DRY GOODS REVIEW for over ten years, and I look upon it as being absolutely essential to my business."

What CANADIAN GROCER is to your grocery department, DRY GOODS REVIEW will be to your clothing department. This means market news that saves you money; style news that makes sales, and much more besides. All for two dollars a year, and DRY GOODS REVIEW should save you ten times its subscription price the first month. Become a subscriber to-day. Write your name and address here:—

C.G. 3/18.

MacLean Publishing Co.,
153 University Avenue, Toronto.
Send me DRY GOODS REVIEW beginning with the January (Spring) Number. I will pay subscription, $2.00 per year, on receipt of bill.

Name .....

Address .....

Mail in open envelope for one cent stamp.

If any advertisement interests you, tear it out now and place with letters to be answered.

Fair Methods

"Fair and square" have been the methods used in building up this big national tea business.

The "good will" of the public and the "co-operation" of the trade have been deservedly earned.

The splendid quality of Red Rose Tea has been always maintained regardless of market conditions.

Every promise made has been fulfilled.

T. H. ESTABROOKS CO., LIMITED
ST. JOHN TORONTO WINNIPEG CALGARY

A very little salesmanship on your part will result in a sale of

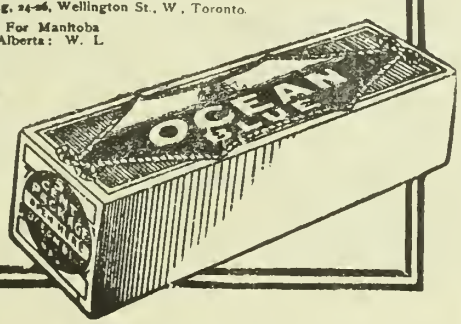
OCEAN BLUE

and remember that the first is always the introduction to many succeeding sales of OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.
The Gray Building, 24-26, Wellington St., W., Toronto.

Western Agents: For Manitoba Saskatchewan & Alberta: W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 407, Hastings Street, West, Vancouver.



HEINZ

Canadian-American Food Products.

57 VARIETIES

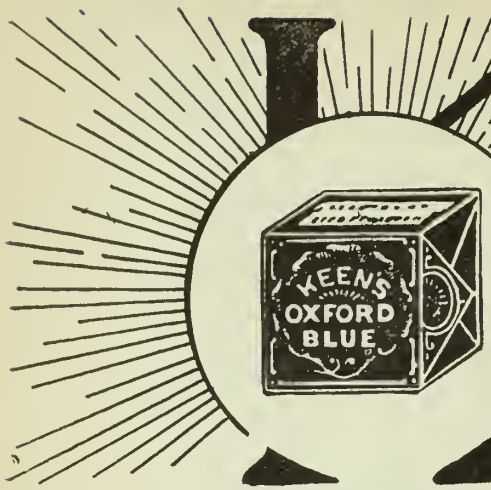
Canadian Factory, Leamington, Ont. Principal Factory Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

If any advertisement interests you, tear it out now and place with letters to be answered.



KEEN'S OXFORD BLUE

Show Keen's in your displays—keep it where the housewife will see it.

She knows Keen's and just needs to be reminded that you are selling it.

Keen's Oxford Blue is always a seller and every sale gives you a good margin.

Keep well stocked.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

ROYAL ACADIA SUGAR

"Every Grain Pure Cane"

Housewives to whom superior quality appeals always stipulate Royal Acadia Sugar.

They know that Royal Acadia is the perfect sweetening medium.

Keep your stock of Royal Acadia well displayed and constant "repeats" will be your reward.

In 2 and 5-lb. cartons; 10, 20 *and* 100-*lb. bags; half-barrels and barrels.*

The Acadia Sugar Refining Co.
Limited
HALIFAX, CANADA

CANADIAN GROCER

Vol. XXXII. TORONTO, JANUARY 25, 1918 No. 4

The Question of a Fair Profit

Windsor Merchant Defends His Position in the Face of the Food Controller's Department—Claims He is Making but a Necessary Profit—A Matter of Vital Import to the Trade

ONE of the vital questions of the present moment is the matter of a fair profit. What has the merchant a right to charge, what margin of profit has he a right to expect? He has standing expenses, many of which cannot be curtailed because the public, the same public who cries out upon the item of profit, will not do without these services. Printed herewith is a letter addressed by the Food Controller to George H. Nairn, Windsor, Ont. Its tone is in itself an attack. Following this letter is Mr. Nairn's reply, justifying his right to a living profit. Possibly there are other merchants who have received similar letters from the Food Control Department, if so, Mr. Nairn's letter will be of even more interest to them.

OFFICE OF THE FOOD CONTROLLER
Ottawa, 1-10-18

Gentlemen,—

Re Oleomargarine

We are credibly informed that you are selling oleomargarine at 40c per lb. retail. You are required to send to this office at once a statement as follows:

Cost of oleomargarine
Transportation charges—and
Actual selling price per lb.

Attach original invoices and receipts for transportation, cartage, etc. Copies will not be accepted. These invoices will be returned.

Very truly yours,
(Signed) W. J. HANNA.

The House of Nairn,
4 Sandwich St. West,
Windsor, Ontario.

M.

Wind-or, Ont.,
January 12, 1918.

Hon. W. J. Hanna,
Ottawa.

Dear Sir:—Your communication of the 10th inst. to hand re oleomargarine.

Enclosed find original invoices

together with the necessary information you requested.

In this connection I wish to call your attention to the conditions which prompt me to charge forty cents per pound for this article:

First, this price is only eighteen-and-a-half per cent (18½%) gross profit and the cost of doing my business at the present time is *at least* eighteen per cent. (18%).

Second, you must remember that the overhead expenses of the retail merchant have greatly increased lately.

Third, I am now selling many lines of staple groceries—flour, sugar, potatoes, tobacco, butter and eggs at less per cent. profit than it costs to do business and I consider that sixty per cent. of my trade is in these lines. Why add another to this list, especially when it is competing with the farmer?

Furthermore, I have enquired from leading merchants of this city, Walkerville and Amherstburg, and find the prevailing price to be forty cents.

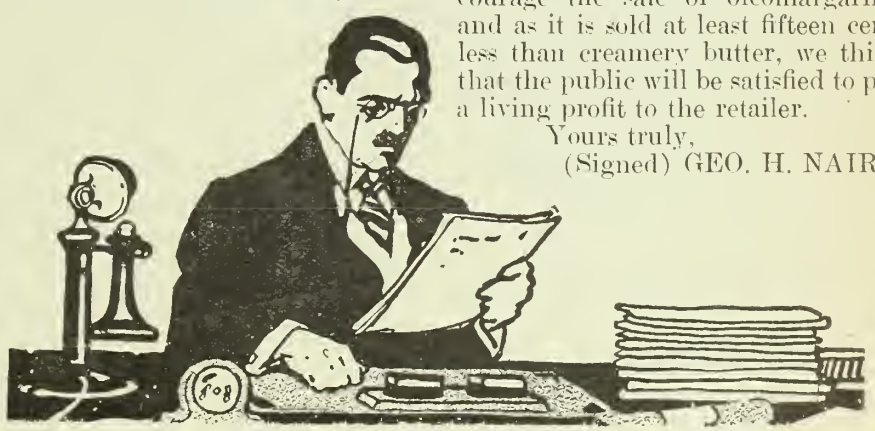
Fourth, the retail merchant's living has increased as well as all others and there are no other class of men who respond more willingly to help in patriotic purposes than they and no other line of trade who work as hard for such small profit as the retail grocer.

Fifth, we understand that you have confiscated all the twelve-pound paper sacks in the flour mills and one must buy *at least* twenty or twenty-four pounds of flour if they want the original sacks. How about the poor man who cannot afford to buy twenty pounds at one time? If the retailer has to break packages he should charge more for the bags and time used and as almost every store has had their help reduced by the recent draft, I feel that the public will be the sufferer as well as the overworked grocer.

Sixth, it appears to me that your investigation is started at the wrong end, namely, with the manufacturer's end as the same line we retail at forty cents is sold in Detroit at twenty-eight cents and *not without a profit*, as the Americans do not do business that way.

As we were one of the first to encourage the sale of oleomargarine, and as it is sold at least fifteen cents less than creamery butter, we think that the public will be satisfied to pay a living profit to the retailer.

Yours truly,
(Signed) GEO. H. NAIRN.



Strong Opposition to Some Points in New Food Regulation

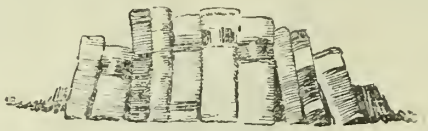
Western Provinces Oppose Some Items in New Regulation—Co-operative Associations Claim They Have Been Discriminated Against

IT is now some time since the proposed regulation of the food handling activities were discussed by different departments of the trade, and given their approval. Merchants are beginning to grow somewhat restive under the delay, and to feel that this period of uncertainty should be ended as soon as possible.

No reason has as yet been given for the delay, but the gradually growing opposition from the province of Manitoba and Saskatchewan may have something to do with it. This opposition is not directed against the whole body of the regulations but mainly to the fact that in outlining the different departments of trade no place was appointed for the co-operative society. These co-operative societies, and farmers buying organizations are very numerous throughout the prairie provinces and some of the merchants of that section look upon the wording of the regulation as directed against these organizations, which comprise a very great many merchants of the middle Western provinces. Strong representations have been made in opposition to the clauses dealing with the matter by the secretaries of the R.M.A. for these two provinces. Their argument is that the wholesaler has been unduly favored in the regulations in that he may do a retail business if he so desires but that the retailer cannot do a wholesale business. Letters in reply have directed the attention of the Western merchants to the fact that there has been no discrimination against the retailer, that he is not prevented from belonging to any wholesale industry, and that he may engage in a wholesale business under the terms of the new agreement if he so desires by merely paying the extra license fee for that class.

Co-operative Activities Demand Recognition

The co-operative activities, however, claim that they come somewhere between the wholesaler and the retailer, and that they should be acknowledged by the insertion of another classification in the list of different trade activities. It is on this point, and apparently on this point alone, that the differences of opinion have arisen. It still remains a point of danger, however, for the new regulations. P. B. Tustin, the as yet unofficially announced head of the administration of these regulations, is at present in the West and is visiting some of the Western cities. It is hoped that his presence there will do something toward straightening the matter out. If the regulations are to become law it is time that something was done, if they are not then the sooner they are dropped the better, there have been too many unnecessarily disturbing elements introduced into the trading activities already. It would seem, however, as though this difficulty ought to be easily met.



MONTREAL GROCERS SOON TO LOSE 150 LIQUOR LICENSES

Montreal grocers will be permitted to sell liquors and foodstuffs over the same counter for the present, at least. On May 1, however, 150 grocers' licenses for the sale of liquors will be cut off. At a recent meeting of the Montreal Retail Grocers' Association, J. A. Debien, president of the license committee reported that the provincial Government authorities had not changed their attitude regarding the gradual curtailment of licenses. Mr. Debien declared the separation of the liquor trade from the grocery business would cause a very considerable loss to Montreal grocers. The early termination of the war was held as the only hope of the association for securing favorable legislation regarding liquor licenses. It is realized that the continuation of the war will force total prohibition measures upon the Federal Government. Several delegates were elected at the meeting to go to Qubec and attempt to influence members of the Legislature in supporting the grocers' interests during the coming session.

A TRADE JOURNAL EXHIBITION

The Newark, New Jersey, Free Public Library, associated with the Newark Museum Association, will hold an exhibition of trade journals Jan. 13 to Feb. 1, 1918. The idea of the exhibition is to help encourage the trade journal reading habit and by so doing to promote a better understanding of business conditions. CANADIAN GROCER is represented at the exhibit.

WEST INDIAN TRADE SERIOUSLY CURTAILED

Trade with the West Indies has been seriously hampered by the action of the government in commandeering two of the liners. As one of the other steamers is laid up for repairs after being wrecked, this leaves only one for the service. The one left will be entirely unable to meet the demands for space for sugar, molasses, cocoa, cocoanuts, fruit and other West India imports, while the export trade will be as badly limited. The St. John Board of Trade, while expressing sympathy with all war needs, has asked the government if other steamers can be released for this service.

Tea Prices Likely to Go Even Higher

Increased Freight Rates Will Materially Increase Initial Cost—Stocks of Java Tea Hold Market Steady—When These Are Disposed of Prices Must Advance

AS intimated in CANADIAN GROCER'S market columns for several weeks past there is a strong undertone to the tea market due to a recent advance in freight rates on the Pacific. Intimations have been made that the Japanese government will advance the rates from 18c to 25c per pound on tea. The cheapest tea that can be bought in the primary markets at present would range in price from 15c to 20c per pound. When the freight is added to this it will be seen that the cheapest tea that can be imported on that basis would be from 40c to 45c per pound. Just at the present time there are stocks of Java teas on the local market which were brought in when freight rates were more favorable. While there have been arrivals of teas recently these came forward on the old basis, having been shipped before the present advance in freight rates. While none of the higher priced teas have been brought forward for the Ontario market it is understood that some teas have arrived in the Quebec market which carried the higher freight rate.

From this condition it will be seen that it is only a question of time until dearer teas are reached in the Canadian market. It is only the presence of fairly heavy stocks of Java teas that is holding the market steady at the present time. Concessions have even been made in certain instances in order to induce movement of teas. The Dominion Government has recently been in the market for tea and purchased in the neighborhood of 1,000 chests. Stocks of Ceylons and Indian teas are reported not to be heavy at the present time. From this time forward Japan teas will be in light supply as stocks are not obtainable for import.

Our Problem
Is to feed the allies by sending them as much as we can of the most concentrated nutritive value in the least shipping space. These foods are Wheat, Beef, Bacon, Dairy Products and Sugar
Our Solution
Is to eat less of these and more of the other foods of which we have an abundance and to waste less of all foods. Eat less of Wheat, Beef, Bacon, Dairy Products and Sugar
Our Duty
Our Reason
The coming year is one of vital crisis. Starvation on an unparalleled scale faces the nations of Europe unless the most strenuous efforts be made in America to meet the situation.
Save
Wheat
Meat
Food

The Gospel of the Clean Plate

THE ROBERT SIMPSON COMPANY, *Toronto, preached a forceful sermon on the essential gospel of the clean plate, in a feature window in their store. This window is reproduced herewith, as a suggestion to many other merchants who may so join their efforts in making the winning of the war a possibility.*

Arranged on the floor of the window, and in the cabinet, are different articles that may be used as substitutes for the more necessary foods, and the prevailing note of the window is the appeal, "Use these as substitutes." Wheat, beef, bacon, dairy products and sugar. These are the essential commodities needed to feed the troops abroad and the allied nations, who are beginning to feel the pinch of want. In every grocery store there are goods that can be used to replace these if the merchant will only call them to the attention of the customer as the Robert Simpson Company has done.

Note the striking nature of the display cards that are the largest item in the display. The larger cards are easily read. The smaller cards strike out hard on the vital need of conservation.

"Practice and preach the gospel of the clean plate, and eliminate the waste that will feed the Allies."

"Wheat—The Allied nations supply is nearly 400,000,000 bushels short of the demand. Have one wheatless meal per day."

"MEAT—The Allied nations need our bacon and beef, therefore have one meatless and two fish days every week." "SAVE Wheat, Meats, Fats, Sugar."

These are a few of the cards preaching the gospel of saving; of the clean plate. Get in line merchants!

"We must lick the platter
If we'd also lick the Kaiser."

Advertise the Goods, the Price, the Store

Milton Alexander, Retail Advertising Counsel, Detroit, Tells Toronto Ad. Club Principles of Successful Retail Store Advertising—Basic Appeal—Price and Value Comparison—Personality—Pictures—Proper Display—Honesty

"BUSINESS is not just business, it is service to mankind." Enunciating this as the basic creed of all merchandising business, Milton Alexander, Counsel on Retail Advertising, Detroit, got into the swing of a constructive address on "Retail Advertising" before the Toronto Advertising Club on Tuesday.

"The business of the retailer—satisfying the innumerable requirements of an over-exploited public," he said, "tends to elevate the standards of living, and make life purer, better, nobler, and generally more worth while. Business is not business: it is service to mankind, and we see in the development of this idea how advertising ideas have left a clean-cut impress on our complex modern life."

Best Business in Cities of Homes.

In illustration of this, Mr. Alexander showed that the most satisfactory cities to do business in or to advertise in on permanent lines, are the cities where people can establish homes, and to the system of selling furniture on the instalment basis he ascribed more beneficial results in service to mankind than perhaps to any other business idea.

"The cities of homes are the centres of successful retail advertising," he said. "Cities of tenements, boarding-houses, and apartment blocks are the places where retail advertising is retarded, and business wrestles with bad conditions."

The Chief Error in Retail Advertising.

"One of the chief weaknesses of the retail advertiser," said Mr. Alexander, "is his inclination to place in his copy a vast amount of extraneous matter which serves no useful purpose except to tickle the vanity of the writer and provide valuable material for the family scrap book. The retail advertiser who fills his advertisement with accounts of his own noble achievements is like the old darky who used to talk to himself because he always liked, as a listener, to hear a good speaker, and as a speaker to have an attentive audience. The public is not interested in your business success, or power, or progress, but in what you have got to sell.

The "Clever" Advertisement Impotent.

"Clever advertisements are sometimes the most impotent," said Mr. Alexander. "Bright ideas don't function unless they help the merchant sell his merchandise. I want no copy of mine ever to be commented upon as 'What a clever advertisement.' I had much rather those who read it would think simply 'That's something I want to buy.'

"The moment attention is drawn to the make-up of an advertisement that much attention is withdrawn from the commodity which it is intended the reader of the advertisement should want to buy.

Three Advertising Principles.

"There are three principles in writing a retail advertisement," said the expert. "The first is to state clearly what the article or the service is.

"The second is to state what the price of it is.

"The third is to state where it can be secured.

"After these three points have been brought out forcefully and well, then further details may be brought out if desired in more leisurely fashion.

Give The Price—Not Over-Emphasized

"Every retail advertisement should carry the price mark of the goods, for through that and that alone is the public given an idea of the market value of the merchandise offered. There is a genuine danger in this, remember. The danger lies in over-emphasis. We have to-day watches we learned to know as "Dollar" watches retailing at $1.25, and many other instances of the danger of over-emphasis of retail price might be given.

Discover the Basic Appeal.

"In preparing a retail advertisement it is necessary to discover the basic appeal of the merchandise to the prospective purchaser," said Mr. Alexander. "This is sometimes easily discoverable, because it consists in simple appeal to the senses. For instance phonographs sell on their tone quality—appeal to the sense of hearing. Clothing sells on style—appeal to the eye. Mattresses are sold on comfort—appeal to feeling. Perfume is sold by its appeal to the sense of smell. Beverages appeal to the taste, and so on. But in some cases it is much more difficult to discover the basic appeal of the goods, and there the advertiser has to employ the greatest skill But every article possesses some quality above all others that compete with it, and to discover this the advertiser must concentrate all the powers he can use. The very weaknesses of some things are the sources of their strength of appeal.

Keep Personality in Advertisement.

"Some retailers in preparing advertisements take from them all their personality in an effort to make them clean and dignified. It is not necessary for any advertisement to be weak in order to be clean and dignified, any more than it is necessary for a man to be effeminate in order to be becomingly dressed. Readers of advertisements quickly and unconsciously sense the lack of personality in an advertisement, and the attempt to attain dignity at the expense of strength.

The Appeal of Comparisons.

"Comparative prices and comparative values are primarily appeals, but it is over-emphasis of this feature which has produced the most frequent examples of fraudulent statements in advertising. I think that the reason for this is that the stating of comparative prices and values is the easy route for the advertiser to produce effect. In saying this I don't mean to defend dishonest use of comparative prices and values, but to point out that when these are honestly used they represent the very strongest kind of selling point.

Pictures Are Remembered

"We all know something about the great pictures by the masters, Rembrandt, Gainsborough, Turner and so on," said Mr. Alexander, "but what do most of us and the masses remember about the literary celebrities contemporary with the great artists? The message of the ages comes down to us through the picture, and I believe the time is coming when every advertisement in the columns of the newspapers will be duly illustrated. In this connection it is false economy to spare the cost of a picture for an advertisement, the space for which in the newspapers is already costing a good deal of money, if the use of the illustration will make the space so much more effective for its purpose.

Advertisements Not "Printed Salesmanship"

"Advertisements have sometimes been called 'Printed Salesmanship,'" said Mr. Alexander. "This is not the truth. A real good salesman does not make a good advertising man in every case. The advertising man must bring to his task certain very definite qualities distinct from salesmanship. He must be appreciative of art and illus-

tration values. He must be able to write English forcefully and fluently, convincingly, and with originality. He must be able to judge of things from the psychological viewpoint, as well as estimate their objective value. No man can pass on the complex advertising problems of the day, unless he can bring to bear on them these qualities and more.

Secret of a Fortune by Advertising.

"An old man who had made a fortune by advertising lay dying. His wife thought he might like to have a word read to him from the Bible. She asked him what text he would like to hear.

" 'The text isn't very important so long as it has plenty of white space around it and is well displayed,' murmured the old advertiser, true to his first principle of advertising success.

Milton Alexander told the story to the Toronto Advertising Club, and left the many retailers present to note the moral.

"We are coming to a time," he said further, "when advertising is going to be the only way left open to the retailer to achieve success. The retailer who advertises shows that he is a man of courage, confidence, and energy, who is ready to accept his responsibilities. The retailer who advertises shouts aloud to the world, 'Here am I.' Thieves don't believe in visiting cards. It is only honest men who dare be open about themselves. Widely-known men and goods don't dare to misbehave themselves. If they did wise men and knaves would not hesitate to talk about them.

State Advertising Bureau.

"Advertising is justified if only by its share in winning the war," said Mr. Alexander in conclusion, "and the national governments must inevitably establish national departments of advertising and publicity, not only in the interests of national publicity, but likewise to act as an advisory and supervisory force over the important matter of national development through advertising."

At the close of his address Mr. Alexander replied to direct questions from retailers on advertising problems. The questions and answers are given on another page.

Hints on Advertising for Retailers

Milton Alexander, Advertising Expert for Retail Trade of Detroit, Replies to Direct Practical Enquiries of Retailers at Toronto Ad Club—CANADIAN GROCER Gives the Problems and Their Solution

MILTON ALEXANDER, retail advertising counsel, Detroit, whose address on retail advertising before the Toronto Ad. Club is reported on another page, gave direct answers to retailers' questions on actual advertising problems. Questions and answers are here given from shorthand report:

Shoes, Their Price, And Sale Price

Q. I am a retailer in charge of a shoe department of a store. I have a stock of shoes of different grades, their average price about $6.00. I want to get rid of these and put on a sale advertising "Shoes worth from $5.00 to $8.00 —Now $4.25." There is one pair of shoes in the lot worth $8.00 and a couple of pairs worth $7.00. The rest are worth from $5.00 to $6.00. Is my advertisement honest?

A. No, I don't think it is. That is a base rather than an honest use of price appeal. If there had been originally a lot of shoes which had been priced as high as $8.00, then it would have been honest, but not unless.

Amount to Spend on Advertising

Q. What portion of the revenue of a retail business should be apportioned to retail advertising? asked another retailer.

A. I think the idea of stating any definite amount for retail advertising is basically wrong. Advertising must be regarded as an investment not an expense. But I should roughly suggest that in brisk business periods about 5% to 10% of the revenue should be for advertising, and in dull times up to 20%.

Small Space Often or Big Space Less Often?

Q. Advertising in the daily press, which is the most effective—a small space frequently, or large space less frequently used?

A. That is a very natural question. I don't remember a single meeting at which I have answered questions where this one was not asked. The answer cannot be given offhand. It would be determined by a vast number of conditions and considerations. First, the class of readers of the papers being used. Then the number of prospective users of the product. Then whether the article is one for which demand has been already created, or a new article. Then whether the story of the article can be told in a few words or not. There are fifteen or twenty arguments involved, and every one of them alters the answer to this question. I should say, however, that small copy consistently used is better as a general thing, but in many cases the size of the space used is an element of strength in favor of the advertisement.

Here I would point out that the department stores' full pages in the press are not published that size because the size of space counts with them so much as because their matter is such that it cannot go into any smaller space. Some copy is like that and calls for large space accordingly.

Big Space Used Regularly

Q. Here is a special case of a merchant who uses three-quarters of a page of an evening paper every Friday as against competitors in the same line who are using smaller space, but more frequently. Which is better?

A. There are just two possibilities of psychological inference from that proposition. One is that the reader of the advertisement might take it from the size of advertisement that the store was a large one, and be more inclined to patronize it accordingly. On the other hand it might react against him as giving an impression of extravagance.

The Right Size for an Advertisement

The right size for any advertisement is the smallest possible size which will include the story to be told and still dominate the page. I should say that 27 inches —that is 3 cols. x 128 lines—is sufficient to dominate the page if properly used.

On What Days to Advertise?

Q. What days of the week are the most effective for retail advertising?

A. That would have to be determined largely by local conditions. In Detroit the best days in their order for retail advertising in the daily press are: 1, Friday night; 2, Sunday; 3, Thursday night; 4, Tuesday night; 5, Monday night. Custom has a good deal to do with this. Saturday is a general shopping day in view of the Sunday holiday which causes fresh demands to be created. And Monday brings after-holiday demands. Saturday and Monday will always be good shopping days.

Evening or Morning Paper?

Q. How is it that the evening papers usually get more retail advertising than the mornings? Is there any reason for that?

A. One medium should be as good as another for retail advertising, but the evening papers have apparently developed the retail merchandising end while the morning papers have gone in more for other business advertising.

(Continued on page 30.)

Potato Prices Will Probably Tumble

Canadian Crop Estimated Over Sixteen Million Bushels Greater Than Last Year — —United States Also Has Big Crop—Car Shortage and Weather Conditions Hold Prices Up—Frost Loss a Serious Element

THAT potatoes will be considerably lower in price before many weeks have passed is a conclusion that is based on well-founded facts. The production of potatoes in Canada during the season of 1917 is estimated by the Department of Trade and Commerce of Canada at 16,357,000 bushels in excess of the yield of 1916. During the season of 1916 the estimated yield was 56,362,000 bushels, while the yield for the year 1917 is estimated at 72,719,000 bushels. This is an enormous increase, and in the opinion of potato merchants is sufficient to cause considerably lower prices than those now prevailing.

Ontario has more than doubled her yield during the year 1917 as compared with 1916. Quebec has a production estimated in the neighborhood of 3,500,000 bushels in excess of 1916 yield. Saskatchewan has a crop that is greater than that of 1916 by close to a million and three-quarter bushels. Alberta will have approximately three and three-quarter million bushels more than in 1916.

On the other hand New Brunswick's yield will be some 500,000 bushels less than in 1916. Prince Edward Island will have a yield of approximately one-quarter million bushels less than in 1916. British Columbia will have close to 400,000 bushels less than in 1916. Following are the yields for the various provinces as given by the Department of Trade and Commerce:

	1917.	1916.
New Brunswick	6 891,000	7,488,000
Ontario	18 981,000	8,113,000
Prince Edward Island	6.125.000	6,386,000
Quebec	18 158.600	14,672.000
Manitoba	3.613,000	4.709,000
Saskatchewan	9.010.000	7.319,000
Alberta	7 109.000	4.783,000
British Columbia	2,502,000	2,892,000
	72 719,000	56,362,000

Severe Weather Sends Potatoes Up

Severe weather of the past few weeks has had the effect of sending prices to higher levels during the past few weeks. Farmers have been unable to take their potatoes out of their cellars on account of the danger from frost. Furthermore, buyers have not cared to run the risk of having them frozen after they are in the railway cars. Cars have been scarce, and this has further restricted the available supply for the large centres. This has been probably the largest determining factor in maintaining the price. There simply have not been the necessary cars to move the crop. Potatoes from the western provinces have to come through in refrigerator cars with oil heaters in the empty ice bunkers. But these cars are not available, and even were they plentiful, it would be impossible to move them without enormous loss, in weather such as has prevailed of late. The Ontario and Western farmer is not provided with potato houses that are protected against frost as is the eastern handler, and as a result the potatoes in the pits have suffered severely. Estimates put this loss as high as 25 per cent for Ontario, and only slightly less for the west. If these estimates are not too high it will be apparent that this will make a considerable difference in the situation. Even so, however, the supply may be expected to assure lower prices, once that it can be moved.

The matter of car shortage then becomes the thing of first importance. If cars are available, as soon as the weather breaks lower prices are certainly to be expected.

At present they are dependent on weather conditions and the shortness of supply owing to railway congestion as a result. Prices have advanced from $1.75, the price they were being disposed of at one time last fall until the price is now $2.25 to $2.35 per bag. New Brunswick potatoes are selling as high as $2.50 per bag, and are finding a ready market in the United States despite the enormous crop in that country.

Farmers Held for Higher Prices

Last fall the farmers were inclined to hold their potatoes for higher prices than were offered at that time. In consequence many of them had to place them in pit or in the cellar. Then the car shortage developed and buyers were unable to move the stock in the quantities demanded by the market. With the coming of spring farmers will want to get rid of their potatoes and prices will undoubtedly be much easier. If the car shortage is acute it is even conceivable they may have them left on their hands, in which case they would probably feed them to their stock.

Production in United States Big

Potato production in the United States during 1917 was greatly in excess of 1916 and there will be a surplus in that country as well. During the year 1916 the crop was not big enough to take care of the needs of the country and buyers came into the Canadian market and made heavy purchases. This tended still further to create a shortage in Canada. During the year 1916 the yield of potatoes in Canada was comparatively light and the heavy buying on account of United States consumers helped to send the prices up to record levels. During the early part of 1917 potatoes were selling in Ontario from $3.50 to $5 per bag. People became alarmed at the price and the campaign for heavier production was started.

Backyard Production Helps Out

Gardening operations were carried on in vacant lots and in backyards that had never before known what it was like to feel the weight of a spading fork or the rip of a plowshare. People who in other years had been accustomed to buy their potatoes secured sufficient through their gardening activities to last them well along towards spring. Of course, this meant that they were not in the market to buy, and the numbers of consumers in cities and towns were consequently reduced.

Government Brings P.E.I. Potatoes

The Department of Food Control this winter made an experiment in attempting to bring several cars of Prince Edward Island potatoes in to the Toronto market during the time when the severe cold weather was in progress. The stoves were not of sufficient size to give heat for the cars and the potatoes were greatly damaged in consequence. Some of the cars were damaged to the extent of 25 per cent of stock, while others were an almost total loss. Potato growers in New Brunswick have been shipping some of their stock into the Ontario market for several years past and have been successful in finding the best means of heating a car in the severe cold weather. A box stove sufficiently large to take a cordwood stick is kept going continuously night and day during the very severe days. Quick combustion is found necessary to keep the air heated. By this method some cars were brought into the Ontario market during the very coldest days. Car shortage, however, has interfered with the free shipment of potatoes from that quarter. Ontario has a plentiful supply of potatoes. Quebec has an equally big crop, and these factors seem to indicate that prices are due for a considerable reduction before the new crop is planted.

SOME MONTREAL OPINIONS REGARDING POTATO SITUATION

T. Johnston & Co., wholesale produce, merchants, Montreal, state:—"By what I hear from the farmers there are a lot frozen, as well as a lot also in Montreal. I believe that there will be enough to meet the demands."

The Farm Produce Supply, 48 Bonaventure Street, Montreal stated Mr. Ward, the manager of the company, that there were quite a number of potatoes frozen on the track.

(Continued on page 39.)

Brantford Features Buy-at-Home Plan

Cartoon Used With Very Evident Point—Home Buyers' Pledge Printed—Names of Home Merchants Given With Their Goods—Merchants Appreciate Full Page Publicity Twice a Week Carried by Brantford "Courier."

ILLUSTRATED on this page is a splendid example of a full page used by a Canadian newspaper in a "Buy at Home" Campaign. The page appeared in *The Brantford Courier*. Brantford, Ont., is fortunate in having a name which lends itself to alliteration when used in a "Buy In—" slogan. The main thought to buy in your home town is the thought to impress upon customers. It pays them and it pays the home merchant.

A Thought-Producing Page

Without the thought first there can be no act. Unless you get the people of your community thinking "Buy At Home" you can never get them doing it. This page from *The Brantford Courier* is a capital thought-producer. The cartoon probably provides the most tremendous food for thought. It is a very practical cartoon. The store looks like a real grocery store. The grocer looks thoroughly business-like. The customer craving for credit because of hard luck looks really up against it. This is the conversation (reproduction of the picture has made the words very small to read):

Customer.—"I've been having a little hard luck, and I want you to accommodate me with credit until I can pay."

Grocer.—"Why don't you ask those out-of-town houses you've been patronising for the last six months to help you?"

The Heart of the Home Merchant

And yet, there's something about the picture—something indescribable—which seems to say without a word that that really "up against it" customer is going to carry an order of groceries with him when he leaves the store. Perhaps what gives that impression is the fact that the grocer—the home merchant—is so very well drawn. He looks so exactly true to life, so much a real live home merchant. You can almost hear the good heart of him beating beneath the white apron. Why don't people help their home merchant more? He's always so ready to help them.

Under the picture is printed big enough for you to read in the reproduction an elaboration of the plain factful story told by the picture.

The Home Buyer's Pledge

On every page devoted to the Buy at Home Campaign in *The Brantford Courier* there appeared a pledge form for those in sympathy with the movement to sign. This pledge, shown in the illustration, but rather small to read, involves four provisions as follows:

"As a resident of Brantford I hereby pledge myself:—

1st.—That I will boost Brantford at all times.

2nd.—That as a booster I will buy, as far as possible, everything I need for myself, or for my family in my home city.

3rd.—That I will, where possible, purchase Brantford made goods in preference to goods manufactured in other cities and towns.

4th.—That I will, on every occasion, urge my friends and neighbors to buy in Brantford and boost home industries.

Signed .....

Address.....

This pledge, it will be noted, calls for more than mere adherence to the Buy in Brantford policy, but lays stress also on loyalty to the home town in every way. It is on this quality in himself that the home merchant bases much of his right to the support of his community. Other things—quality of goods, and their price—being equal to out of town competition, the home merchant has the fair claim on his community that he helps to support all undertakings in which the community is interested. The home merchant has to be up and about in many affairs besides his business if he is to prosper through the apepal of his personality as a home town booster to his own townspeople.

Plain Facts on Goods

Something which may easily be overlooked in Buy at Home publicity is clearly and boldly placed in this page from *The Brantford Courier*. That is the plain statement of the goods people are expected to buy in Brantford.

THE COURIER, BRANTFORD, CANADA, SATURDAY, DECEMBER 1, 1917. ELEVEN

Every Dollar Spent in BRANTFORD Helps Your City!

SEES BENEFIT TO COUNTRY AS WELL AS TO CITY IN CO-OPERATION

"Rex" Contributes an Article on Co-operation, Which Makes Interesting Reading—The Broader View of Co-operation.

Much has been said on the subject of co-operation, in fact, to-day the world teems with co-operation in various and varied forms. There is hardly a walk in life that is not represented by some form of co-operation. There are unions, guilds, clubs and associations, all of which could be placed under the category of co-operation but all these without one exception have not touched the hem of the garment of true co-operation.

True co-operation is the birth-place of national existence but any co-operative organisation formed for the purpose of benefiting a select few and which, in time, would injure any legitimate business, ceases to be a co-operative organisation and becomes a combine. Combines always did and always will cause internal strife and strife in the breeding place for national discord planting revolutionary ideas which it allowed to mature, brings forth the same state of affairs that exists in Russia to-day.

A perfect nation must have political, commercial and social co-operation. In the political world, all parties, although they differ in many points must be willing to co-operate for the national welfare of their country. In the commercial world each business organization must recognize the rights of each and every other business organization and in the social world each class must have individual recognition.

Co-operation is more necessary to-day than ever before in the history of the world. Not only is it necessary for the continued co-operation of those nations who bet the cause of humanity are giving their best blood but it is necessary to have co-operation in every city and town. There can never be true national co-operation if citizens will not even co-operate for its benefit in their own city.

Let it not be said that in Brantford there are citizens who receive every penny they earn from some industry or business in Brantford and do not support their own business people, but send their money where it is used to build up some other city. If every citizen of Brantford did likewise, Brantford would cease to be a city and would become the graveyard of dead industries marked by tumb stones of vacant buildings.

A PLAIN TRUTH

I'M BEGINNING A LITTLE HARD LUCK, AND I WANT YOU TO ACCOMMODATE ME WITH CREDIT UNTIL I CAN PAY
WHY DON'T YOU ASK THOSE OUT OF TOWN HOUSES YOU HAVE BEEN PATRONIZING FOR SIX MONTHS TO HELP YOU?

A MAN may patronize the mail order houses for years—may send them in that time hundreds of dollars—and at the same time they wouldn't accommodate him for a two-cent stamp. This is the plain, unvarnished truth. If you think otherwise try it for yourself and see. These out-of-town houses do not know YOU—do not CARE to know you—are not interested in you in any way—only in the money you send them. Spend your money with our own townsmen, who know you for what you really are, who appreciate your worth, your business, your assistance in building up home interests.

Brantford is a Progressive City. Are you helping progress for are you stifling Progress? Money spent out of town for goods you can't get here are methods of stifling your city's growth. There may be other ways of hurting the city, but this is sure, fatal action. Be loyal—Boost Brantford.

JOIN THE MOVEMENT

Hundreds of Brantford citizens have complimented The Courier on its campaign in favor of Buying in Brantford. Individually merchants have subscribed to the idea and scope of citizens will, as a result of careful thought, do their Christmas Shopping in Brantford.

And Brantford merchants will not alone benefit. Again, let us remind you, that what benefits the individual in co-operation, benefits all. Brantford needs no help from out-of-town merchants to build streets, sewers, etc. But Brantford does need the money made in Brantford to finance her local improvements. And the money spent with local merchants is the money which eventually, through the profits made, pays taxes and assessments.

Let us all, this new month, the last to the year, make a resolution. Let us resolve that we will Boost Brantford. If we find a selfish citizen, let us believe that he is an exception. In our hearts we all want Brantford—our home city—to become one of the finest, at least, of Canada's many fine cities. To achieve this we must all, without exception, boost for Brantford, not only in the matter of spending our money here, but in every way which offers.

Keep Away From The Candle

KEEP away from the flame of the candle if you don't want your wings singed" is a proverb as old as the hills. So old as to have almost forgotten to apply it to OURSELVES. In every community men and women are imitating the moths. HOW many times have WE been singed by the fascination of that LONG DISTANCE "bargain?" And how many times have WE come BACK and back AGAIN, to the flame? How much MONEY is lost each year to this community by the same SINGEING process? The flame of the candle means higher. The moths crowd closer and closer to the flame. It is OUR business to put that flame OUT. WANTED—A few MEN and WOMEN in OUR community to apply the SNUFFER.

Don't Play Blind Man's Buff

HOW many men and women in this community do their shopping blindfolded? Every where you look if it isn't children and women still play "Blind Man's Buff" with their money. You don't HAVE to shop blindfolded unless you want to. The Out-of-Town Houses started the Big Game of "Blind Man's Buff." But it is a dangerous game for US to play in OUR TOWN. It isn't a fair game. It isn't fair to ourselves. It isn't fair to our COMMUNITY. It isn't fair to our home merchant. He is helping US, now, rating with US, to help UP build and improve all our home institutions. Then, let us play fair with ourselves and with him. Let us give the home merchant this first chance. That is all he asks.

MY PLEDGE

As a Resident of Brantford I Hereby Pledge Myself —

1st—That I will Boost Brantford at all times.

2nd—That as a Booster I will buy, as far as possible, everything I need for myself or for my family, in my home city.

3rd—That I will, where possible, purchase Brantford-made goods in preference to goods manufactured in other cities or towns.

4th—That I will, on every occasion, urge my friends and neighbors to buy in Brantford and Boost Home Industries.

(Signed) .....

Address .....

Buy Everything You Need in Brantford

Shoes	Wall Paper	Leather Goods
Dry Goods	Paints	Woodenware
Clothing	Cigars	Hardware
Groceries	Tobacco	Clocks
Hats and Caps	Cutlery	Watches
Furs	Fruit	Buggies
Suits	Harness	Wagons
Drugs	Rugs	Carts
Jewelry	Stoves	Automobiles
Books	Ranges	Implements
Curtains	Beds	Sporting Goods
Carpets	Furniture	Pianos

Campaign Endorsed by the Following Business Men:

Grafton & Co., Limited—Clothing, Furnishings, Hats and Caps.
S. Nyman—Ladies' Furs and Clothing.
Edy's Limited—Drugs, Successors to F McDowell.
Agnew's, Limited—Boots and Shoes.
Chris. Sutherland, Merchant Tailor.
Gordon Brender—Druggist.
Neill Shoe Co.—Boots and Shoes.
Tip-Top Tailors—Men's Clothes.
Wiles & Quinlan—Men's Furnishings and Clothing.
Levy's Limited—Ladies' Ready-to-Wear.
Northway & Co.—Ladies Wear and Lingerie.
Henkle Bros., Limited—Clothing, Furs, Etc.
E. H. Newman and Sons—Jewellers.
Greif's—Jewellers.
The Western Fair—Millinery.
F. J. Calbeck—Men's Clothes.
L. Pettit—Millinery.
Clark Lampkin Co.—Milliners.
Joseph Orr—Harness Maker.
W. L. Hughes, Limited—Ladies' Wear.
S. G. Read & Son—Piano Dealers.
Buller Bros.—Jewellers, etc
Andrew McFarland—Clothing and Gents' Furnisher.
T. A. Cowan, Plumbers & Electricians.
M. E. Long, Furniture Co., Furniture.
Dominion House Furnishing Co. Furniture and Clothing.
Howie's—Heavy and Shelf Hardware.
W. G. Hawthorne, Bicycles and Sporting Goods.
Ludlow Bros.—Clothing, Boots and Shoes.
A. C. Percy—Gents' Furnishings.
J. C. Townsend—Boots and Shoes.
A. N. Peglegnat—Jeweller.
The Scotland Woolen Mills Stores—Men's Clothing.
T. A. Squire—Shelf and Heavy Hardware.
M. E. Back—Millinery.
J. M. Young & Co., Dry Goods, Rugs, Linoleums, Etc.
Ogilvie, Lockead & Co.—Dry Goods, Rugs, Linoleums, Etc.
E. B. Crompton & Co., Limited, Department Store.
The Crompton Grocery, Pure Food Store.
C. J. Mitchell, Automobiles and Sporting Goods.
J. W. Borgess, Furniture and House Furnishings.
The Brantford Willow Works, Willow Furniture.
R. Stoler, Furniture and House Furnishings.
Sheppard & Co.—Shoe Repairers.

Fine example of buy-at-home literature.

It is a very old, but a very sure, principle of the right uses of print to produce its proper impression on people's minds that the printed word should somewhere with certainty supply a practical thought for minds to take hold of and clearly see.

For instance to print a big "BUY IN BRANTFORD" is all right in a general way. But to print "BUY BOOTS IN BRANTFORD" conveys a very definite message, a thought which makes a picture in the mind of the reader, a picture of boots, the boot store, the man who sells the boots. It is this sort of clear picture which every home merchant should aim to create in the minds of his townspeople by his share in a Buy at Home campaign.

The page from the *Courier* contains under the heading "Buy Everything You Need in Brantford," a list of articles which you can easily read.

Remember the Buy at Home campaign is fighting the mail order catalogue, and the mail order catalogue conveys many and many a convincing picture to people's minds both by word and illustration.

Merchant's Name Not Enough

Lists of the names of home town merchants always appear on the newspaper pages devoted to Buy at Home publicity. The name alone is not enough. The goods each merchant sells should be closely associated with the name of his firm. To print

"Buy in VilleBurg——John Smith & Co." conveys no very clear message, but to print

"Buy in VilleBurg——John Smith & Co., Shoes," is to give the reader a definite mental picture of something which can be bought in the home town. It may be shoes, it may be shirtwaists. It should be both, and everything else besides.

In the page illustrated from the *Courier*, the Brantford merchants have been careful to specify their lines of goods. This makes the publication of their names in connection with the campaign so much the more valuable. The list of goods headed "Buy Everything You Need in Brantford" backs them up.

Arguments Against M. O. Given

Much space in the campaign was given to the arguments against mail order buying. A striking cartoon in another page published featured two girls opening a mail order parcel, and comparing the goods with the picture. The disillusionment was shown marked on their faces. "Why it's not a bit like the picture" was the remark expressed.

The "ten commandments" of the mail order house appeared also—a grim bit of humor to the effect that all mail order house "Thou Shalts" work out to the ruin of local business, which is the intention.

The story of a mail order magnate who made a hundred million dollars was given with the statement that great numbers of smaller merchants have each year to close their stores because of the mail order menace, and that "every mail order purchase by a citizen is a direct and deadly blow at the prosperity of his own community."

Approval of the Home Merchant

The favorable opinion of the home merchants concerned also formed an important part of this particular campaign. One merchant was quoted as follows:

"Many people have the idea that the attractive mail order catalogues are truthful, and that they will get just what they order at the supposed price. These people do not intend to be indifferent to their home merchants who pay their taxes and furnish their payrolls, but they have been fooled into the habit of buying away from home with a natural economic idea. The habit grows with them until some good campaign like the one in *The Courier* has been launched to wake them up to the facts."

Brantford, Ont., Grocers Attack Credit Evil

Adopt Measures to Keep Credits Within Reasonable Limits—One Merchant Adopts Cash System and Finds it Satisfactory

By A. T. Whitaker.

THE Grocers' and Butchers' Association of Brantford, in which almost every member of these two classes is a member, has come out for the cutting down of the credit accounts. Their policy, however, is one tending to lessen the evils of credit, and at the same time pave the way for the time when the cash system alone will rule. They have realized —and none too soon—that with a thirty day credit from the jobber they cannot afford to tie up their capital in ledger accounts, and that smaller profits with cash turnovers had more actual returns than large sales, and that thousands—and that is a literal condition with some stores here—tied up in accounts which, while not hopeless, none the less did not make for easy payment of the monthly calls from the jobbers and wholesalers.

Monthly or Semi-Monthly Payments

The plan, as publicly announced through the press, was that in future all accounts must be paid monthly or semi-monthly, the difference being for the benefit of those whose pay came at varied times. The employee who was paid every week, naturally would be expected to pay for his groceries or meat weekly. The employee paid every second week would be allowed that time to secure what he needed, and so with the few who are paid monthly. In all cases it was expected that the bills would not be allowed to accumulate for a longer period than between "pays." To this was then added the intimation that in case this plan was not adhered to by their customers, there could be but one alternative—instant resort to the cash system, which is continually becoming more and more in favor.

Breaks Into Cash Business

But there was one grocer in the city who did not wait for such combined action, but who preferred to break the way on his own initiative—to be a pioneer. This was Alf. Patterson, grocer, butcher, confectioner, and manufacturer of ice cream. His store is located in the North Ward, the most exclusive section of the city of Brantford. His customers included many who paid by monthly cheque, promptly, as well as some who paid—when they were reminded about it. His credit business was large, partly owing to the wide range of business, and partly to the high class nature of his trade. He stood to lose much more than would be the case with one whose patronage was largely that of the employed classes.

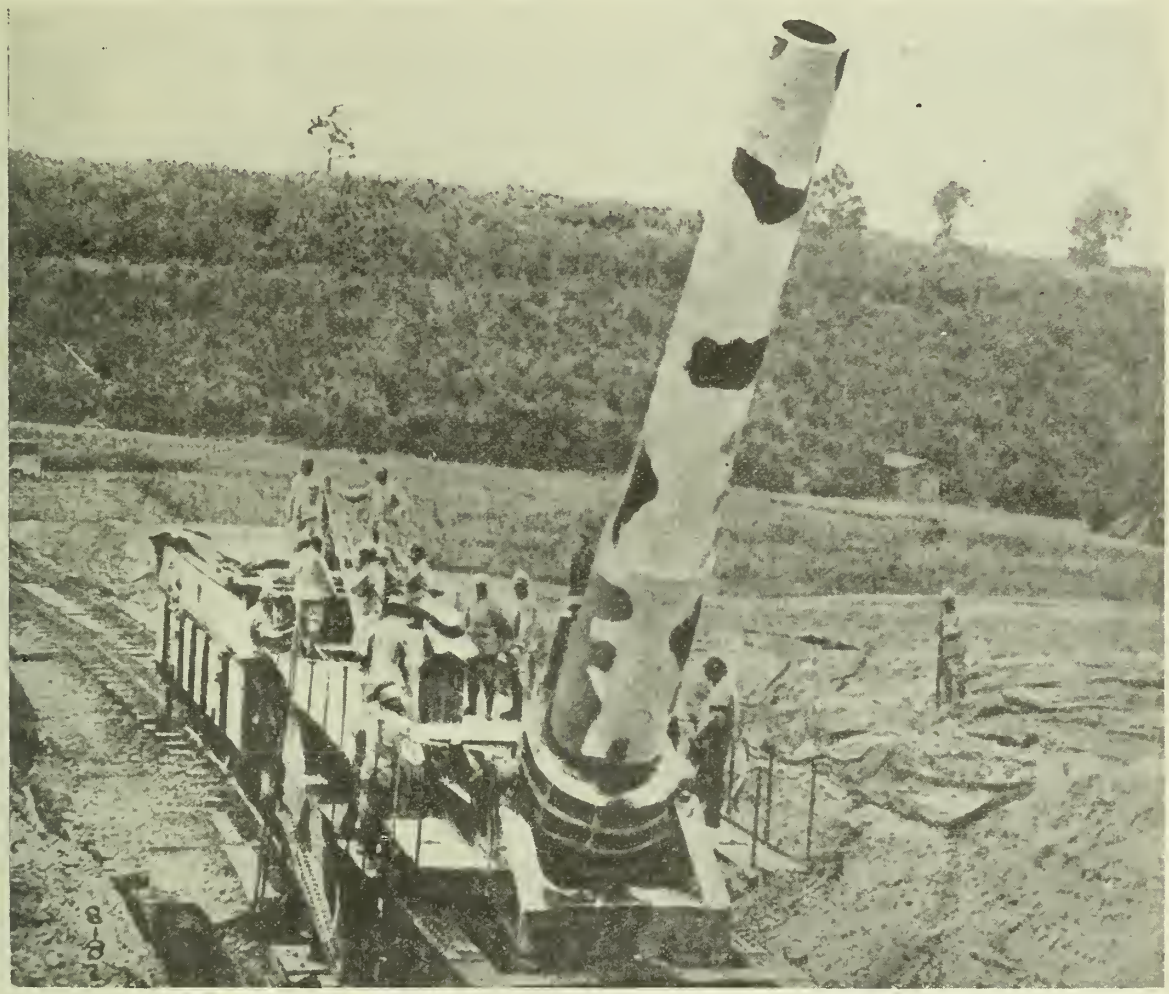
But he took the step, and he has not regretted it. His trade has increased, his book-keeping has been reduced to the minimum, there is no waste of funds in collections, and no need for provision for bad debts, the kind which gradually accumulate until they are a drag even as barnacles on a ship or office-holders in a government.

True, the change was not made without some display of feeling on the part of those who had been customers for years on the credit business, though very few took it as a personal move. Gradually the business was turned over to one entirely based on cash, and Mr. Patterson commented but recently that he was now able to enjoy life.

More Extensive Advertising Campaign

In connection with the change from credit to cash, Mr. Patterson made two moves, not new perhaps, but effective none the less. The money which he had before set aside in his annual accounting for "bills uncollectable" he transferred to an advertising account, and he now uses the local daily press freely, supplementing this with a distribution of dodgers weekly through the North Ward. Then, again, he introduced the premium system, giving coupons on each purchase redeemable in aluminum premiums. Not one of these moves has he since regretted, and it was with—well, a feeling of pride—that he watched the movement for limited credit with a possibility of an early adoption of the cash system spread among his fellow storekeepers.

Current Events in Photograph—No. 4



A MASTERPIECE of camouflage—one of the immense guns that travel on light railways just behind the French battle lines. The curious markings on the gun are not the result of chance, but are skillfully painted on as a protection. To any inquisitive German plane, that may succeed in getting this far over the French lines, the monster appears like a great and innocent tree.

Marmalade Oranges Arrive on Market

Conditions in Producing Countries Spell Limited Supplies—Manufacturers Obtain Supplies, But Will Hardly be Equal to Increased Demands

THE forerunners of the marmalade season are beginning to arrive. Some small shipments of bitter oranges have already reached the different markets and further shipments are expected in the near future. Arrivals of Messina bitters are reported at New York, and they will likely reach the different markets within the course of a few days. The Italian Government have placed an embargo on the quantity of bitter oranges that may be shipped from that country, and practically the entire crop of Spanish oranges, "Seville oranges," has been contracted for by the British Government for the manufacture of marmalade for the army. In addition to the difficulties of obtaining transportation for such goods, as an actual matter of fact the Italian Government is curtailing shipments to 50 per cent. of orders, and as most orders have naturally been based on the requirements of former years, receipts from this source will unquestionably be light. The Seville crop is about half of last year's record crop, all of which, except some 7,000 cases which came to Canada, and 25 cases which went to the United States, were taken by the British Government. It is most unlikely therefore that there will be any increase to be looked for from that section.

There have been some bitters received from Porto Rico. This is a newcomer on the market and is a rough-skinned orange. This is an additional supply, and may in some slight way make up

(Continued on page 30.)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Phone, Main 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION: Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

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THE town of Hull, Que., has once again endorsed the prohibition cause. King Booze has few friends these days.

* * *

EXIT the Goeben and the Breslau. They have been an ill-omened pair for some years. It is a comforting thought that all that remains of them is history.

* * *

IN DEFINING Britain's war aims, Lloyd George has done much to remove any regret which may have existed in Canadian homes over their war sacrifices. Britain is fighting for a better world.

* * *

FUEL Administrator Garfield announces that as a result of the five-day shut-down of American industries sufficient supplies of coal have been obtained to move all the ships in American ports, while shivering householders in the east have received something to put a little life into the furnace.

* * *

A REPORT comes from the alfalfa section of the United States that we will soon be using this product as a food. Stranger things than that have happened, and we may be glad to get it by the time the various Food Controllers have finished conspiring against all the foods we have learned to know. As long as we are assured of a good square meal we are not going to sorrow much anyway.

THE NEED FOR COMMON COURTESY.

A LETTER from the Food Controller's Department to a retail merchant is reproduced on the first page of this issue. Its tone is one that we believe will be objectionable to every merchant in the trade.

It is not the custom to treat a man as a criminal until he has been proved so. It is not customary to threaten and to imply the possibility of dishonesty in dealing with reputable people. The merchant in question needs no defence. But a defence is needed for a government department that sponsored such a letter. The Food Controller is not yet an autocrat, but an appointee of the people. Common courtesy will not impose any restrictions upon the activity of his department, and it would add to the feeling of appreciation with which the people may view his efforts.

TRADE PRESS BRINGS BETTER BUSINESS

"THE trade newspaper is coming into its own on this continent, and in this country (Canada)," says Milton Alexander, retail advertising counsel, of Detroit. "Interest is being more and more directed to the important function of the trade press in developing economy through greater efficiency in the conduct of businesses of all kinds. This is partly due to the war, but it was gradually coming in any case. With the gradual growth of this spirit there is dawning a new day of prestige and appreciation for the trade newspaper which has such an important share in the improvement of business efficiency in the retail trade especially. I believe we are rapidly approaching a time when there will be a strong trend towards fewer businesses better and more efficiently managed for the service of their customers. I think this movement is already afoot, and it means more power to the trade press."

Milton Alexander is recognized as a foremost expert in advertising for the retailer. In a talk with a representative of CANADIAN GROCER this week, he expressed this important appreciation of the work of the trade newspaper press. Mr. Alexander's opinions count amongst experts—business men, advertising men and retailers. His expressions in reference to the trade newspaper press were voiced half an hour before he delivered the exceedingly pointed and constructive address on Retail Advertising before the Toronto Ad. Club and representative retailers which is reported fully elsewhere in this issue.

HURRYING UP SUPPLY AND DEMAND.

AN interesting little editorial appearing in the *Sunkist Courier*, the house organ of the California Fruit Growers' Exchange, points out just how advertising can sometimes get behind the much-maligned law of supply and demand, and give it a little extra impetus. This argument is worth considering.

Advertising operates on the reverse end of the law of supply and demand. It increases the public's willingness or desire to purchase an article, thus making room for increased sales and keeping prices on a satisfactory plane.

Advertising cannot abrogate a natural economic law, but it does make it possible for that law to operate more freely. Unless people know or are frequently reminded of the existence of even the most desired article, and know where they can buy it, the law of supply and demand is obstructed to that extent.

That is one reason why we sometimes hear about fruit "rotting in the fields" while prices are high. The public has not been reminded why, when nor where to buy. The law of supply and demand collapses unless publicity steps in to quickly correlate supply and demand, act as a connecting link between grower and buyer and thus promote sales at the right time.

The law of supply and demand, by teeter-tottering back and forth, will in time clear congestion from the glutted channels without being bolstered up by advertising. But it operates too slowly to meet the ramified needs of modern distribution before tremendous waste has been caused.

Advertising lays the cards on the table. It introduces the growers' products to the public at the time buying should take place,—not weeks later. It lubricates the law of supply and demand.

RAILROAD CONGESTION DISAPPEARING

IT IS encouraging to note that under the direction of the Director-General of Railroads in the United States that the serious railroad congestion is disappearing. Since the new arrangement went into effect, Canadian railroads have made a strenuous effort towards having cars belonging to Canadian lines returned to this country. Appeals have received consideration, and every effort is being made to return cars as promptly as possible. It is stated, however, that the congestion on the railroads is of such large proportions that many cars will not reach their home lines for several months. Separation of Canadian cars is also a difficult task, but it is expected that some co-operative agreement will be reached so that Canadian railroads will not be in the least embarrassed by Government operation of American railroads.

The latest prediction is that of Government control of express companies. The Director-General of Railroads has been in conference with the heads of the various express companies operating in the United States, and it is said that plans have been discussed for the Government operation of these companies.

It is also pointed out that expansion of industry which is not essential to the war will be provided against by legislation, and it is even proposed that legislation be laid before Congress which will make it necessary for private concerns to apply to the Secretary of the Treasury before issuing securities.

United States industrial resources are now under a single body for war control, but this co-ordination of raw material will not likely affect the purchases of private manufacturers except in so far as the private needs interfere with Government needs.

CANADA'S FAVORABLE BALANCE.

DURING November, 1917, probably for the first time, and certainly for the first time in the war period, Canadian exports to the United States exceeded imports from the latter country. This is revealed in statistics for November just issued from Washington by the representatives of the *Financial Post*. For the month of November, 1917, Canada has a favorable balance approaching $13,000,000. This has pulled Canada's unfavorable trade balance in these markets down to $330,473,580. At the end of the United States fiscal year, on June 30, 1917, Canada's unfavorable balance in the United States had a record total of $486,842,912. In five months' time Canada's unfavorable balance was reduced to $156,369,332.

It has been intimated in the past that the immense war orders which the United States has been sending to Canada have the ultimate result of correcting Canada's trade position. These statistics for November offer the first definite indication of this. The November buying of the United States in Canada was the most important on record. The monthly total of approximately $49,000,000 exceeds by $6,000,000 the previous best month Canada has ever known of United States purchases. Previous record was the month of May, 1917, when the total United States purchases in Canada amounted to $43,244,201.

The United States embargoes on many lines are no doubt responsible to a great extent for a big decline in Canadian imports from the United States for the month of November. Imports from United States in the month of November, 1916, amounted to $62,922,200. During the corresponding month of 1917 total amounted to $36,156,249.

Canada's exports to the United States for November, 1916, amounted to $26,814,240, as against $49,122,505 in November of 1917.

It is becoming increasingly evident that there will be an excessive demand for many raw materials for the home needs in the United States, and while it is generally admitted that Washington will be lenient towards Canada, it is not unlikely that there will be a great dearth of supplies of many lines which Canadian manufacturers need from now on.

Canada, however, has not suffered alone in the matter of embargoes, as it is found that the foreign trade of the United States has been greatly curtailed.

Government restrictions, regulations, and other conditions created by the war, will undoubtedly create many unprecedented situations in trade circles during 1918.

THE FOOD CONTROLLER ADVISES AGAINST HOARDING FLOUR

Letter to Handlers Points Out Advisability of Stocking Only Normal Requirements

"War needs make it necessary that the establishment of a standard flour and a standard bread be made effective at the earliest possible date. If there are large stocks of regular grades of flour in the hands of bakers and retailers, it will delay the time of establishing a standard; therefore, millers, wholesale flour dealers, wholesale grocers, retail flour dealers and retail grocers are requested to co-operate with the Food Controller for Canada in discouraging the hoarding of flour. There is not a shortage of flour in Canada, and hoarding is absolutely unnecessary as well as unpatriotic. The shipment or purchase of large quantities of flour at this time will be an added burden to the transportation companies when the movement of food to the seaboard and the movement of coal throughout the Dominion are of vital importance.

"Regulations are being issued by this office requiring millers to make a standard grade of flour. This will not lessen the quantity of flour available for consumption in Canada. A date will be set, after which millers must make the standard flour, and a date will be set, after which bakers will be required to sell their bread based on the price of the standard flour. Therefore, bakers who purchased large stocks of patent flour may find themselves in an unfortunate position when the order is issued for the production of bread from standard flour.

"Millers are asked not to sell more than the usual quantities of flour to bakers and wholesale dealers, and to advise their customers not to stock heavily with regular grades of flour. Wholesale dealers are asked not to allow retail dealers to stock heavily with regular grades of flour, and retail dealers are asked not to sell more than one week's supply of flour to families except where it is impossible for the customer to secure supplies weekly. In order to obtain the desired result millers are requested not to require dealers to take certain quantities of flour when purchasing other products of the mill. All parties concerned can assist in this matter by making statements in their advertisements as to the inadvisability of hoarding flour.

"Let it be distinctly understood that millers, wholesalers and retailers who do not accede to this request will be promptly dealt with, and the shipment of flour by or to these persons will be prohibited.

"It is expected that this matter will receive your earnest consideration and loyal support.

"Yours faithfully,
(Signed) "W. J. HANNA."

HINTS ON ADVERTISING FOR RETAILERS

(Continued from page 23.)

Q. Why do you favor more percentage of revenue for advertising in dull times as against brisk?

A. I don't know that one time should be more important than another. A man can be satisfied if he likes with less advertising when business is bad than when business is good. But if the advertising is effective and reduces overhead which is the object to attain, then it would be profitable to expend $1,000 in bad times for every $100 when business is brisk.

When Counter Calls Reduce Spending

Q. I hardly agree with the idea of increasing the appropriation when there are many counter-calls for money, patriotic calls, etc., taking people's minds off spending in retail business channels. I think it a mistake to try to force business when it is naturally quiet as for instance in August, or January or February. Is it good policy to spend money on advertising then?

A. In answer to that there is of course a certain point where the law of diminishing returns comes into force and makes the advertising unprofitable. There is always a time to stop advertising. But consider this; if the total amount spent on say clothing in Toronto in a good month say April, is $5,000,000 and the total in January only $1,000,000, and if in brisk business times a retailer's fair proportion of that business is say 5 per cent. it is possible that by advertising in dull times he might get his proportion of the total business available up to 25 per cent. A great many merchants have got more business than their competitors even in bad times by advertising.

Carrying on a "3 Day" Sale

Q. If I run a sale announced as a "Three Day" sale, and returns are not as good as I expected, am I justified in carrying it on beyond the three day term, or would that be false advertising?

A. If you announced very definitely "For Three Days Only" then I think it would be dishonest, though not the sort of dishonesty that does anybody any harm. It's rather like taking apples that would rot anyway if left. But the retailer who ever made a practice of this would certainly get himself where his sales advertisements would be as little believed as the shepherd boy's "Wolf! Wolf!" in the fable.

Basic Appeal of Beverage Advt. is Taste

Q. I am in doubt whether the basic appeal of a beverage advertisement is invariably taste. What is the appeal?

A. Unquestionably it is taste. I'll give you a case. A man came to ask counsel on advertising a new grape juice. He said to me 'I'm going to advertise this on the medicinal properties it has. I notice none of the other fruit juice advertisers seem to touch that aspect of it.' I asked him 'Do you drink anything, beer for instance?' He said 'Yes.' 'Which do you prefer of the different kinds?' I asked. 'Oh I prefer——' he replied promptly. 'Why?' I asked. 'Oh it tastes better' he said, and suddenly realised that the basic appeal of a beverage people are to like is taste Even a medicinal beverage sells better the better it tastes.

POTATO PRICES WILL PROBABLY TUMBLE

(Continued from page 24.)

"There are far more potatoes in Quebec than there were last year at this time and the price will go down just as sure as anything, as soon as weather conditions permit the marketing of them, for there is no outside market." The reason for present prices continuing so high, as outlined by Mr. Ward, was the hoarding or withholding from sale by the farmers, of the potatoes. But the weather conditions had also been a factor and the car shortage with this made it difficult to get shipments forward. Farmers were holding out for $1 per bushel, Mr. Ward stated.

The Peterson Fruit Co., Montreal, state that there are plenty of potatoes and that the prices will be lower. They believe that a considerable quantity have been frozen, and many of these in local dealers' cellars about the city. Price is now $2 a bag but will probably drop to around $1.50 in the near future. Farmers are holding for high prices. They expect that onions too will be cheaper as large quantities are held. This price also will be affected by the lower tendencies on the Spanish onions.

MARMALADE ORANGES ARRIVE ON MARKET

(Continued from page 27.)

for probable deficiencies in the supply from other sources. It is safe to assume, however, that the available supply will be limited, and that the demand will exceed the available supply.

On the other hand the scarcity of sweet oranges, and the continually climbing prices of these goods will have a tendency to discount marmalade making, and to turn that trade toward the manufactured article.

It might be urged that the same conditions would obtain with the manufacturers as has faced the individual maker. To a certain extent this no doubt is true. But many manufacturers have seen the conditions that are prevailing at the moment in advance and have contracted for a reasonable supply of fruit. Some manufacturers have already received supplies and are putting up their pack.

However you look at the situation it seems likely that marmalade products and manufactured marmalade will be among the scarce articles of trade during the coming season.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

The St. John city council has agreed to sell two harbor lots and lease a third to J. Fred. Belyea as a site for a sardine packing plant.

Neither Mr. Belyea nor the Booth Company has made a final announcement of plans with regard to their projects.

North Sydney, N.S., recently suffered a famine in certain necessary household commodities such as sugar, bread and yeast, owing to heavy storms tying up transportation.

A. W. Cope, who is well known to dealers in the Maritime Provinces, and who has been covering that territory for the past twenty years, has joined the staff of Smalls Ltd., Montreal, and will cover the Maritime Provinces for them.

Government experts in St. John this week to confer with the bakers regarding the introduction of standard flour and the standard loaf expressed themselves as well pleased with the results of the conference and with the prospects for a ready acceptance of the new bread by the public.

The request of the Booth Fisheries, Limited, for tax exemptions for a large sardine packing plant has been granted, the council, however, refusing to undertake to secure legislation requiring harbor fishermen to offer their catch to the Booth Company at the market price before selling to United States buyers.

The general merchandise store of A. F. Bentley & Son, at St. Martins, N.B., was destroyed by fire on January 18, with the entire contents, nothing but some of the papers being saved. The loss is between $4,000 and $5,000 on the building and from $15,000 to $16,000 on the stock. The insurance carried amounting to about fifty per cent. of the value.

Sales of margarine in St. John are increasing steadily, if somewhat slowly. Consumers who have tried it are coming back for more but the natural prejudice in favor of real butter gives way slowly. The demand is lessened by the fact that the selling price for the substitute is considered high and many prefer to pay a little higher for the article to which they are accustomed. Retailers have done little to stimulate the sale through advertising.

Quebec

J. Vezina, grocer, Quebec, has sold out.

L. Lambert, grocer, Quebec, has sold out.

G. R. Jubinville, grocer, Quebec, has sold out.

Provincial Tobacco Co., Montreal, has dissolved.

Euclide Dupuis, grocer, Montreal, has sold his stock.

J. O. Gauvreau, grocer, Montreal, has sold his stock.

A. Messier & Co., grocers, Montreal, have sold their stock.

J. H. Laporte has opened a grocery store in Montreal at 1738 St. James Street East.

Birks, Corner & Co., wholesale grocers, Montreal, have dissolved and have been suceeded by Birks, Corner & Co., Ltd.

G. C. Duncan, manager of the Cowan Co.'s Montreal branch, has returned after spending some time in the head office at Toronto.

A. E. Cox, manager for the Province of Quebec of the Cowan Cocoa Co., is in Toronto this week where he is visiting the head office.

Harper R. Gray, joint manager of Gunn, Langlois et Cie, Ltd., wholesale provisions, Montreal, has gone to Toronto on business connected with his firm.

La Cie Gaudreau-Gagnon Inc., general store, Chicoutimi, suffered fire loss.

Soubliere & Tremblay, general store, Hull, have dissolved partnership, W. F. Tremblay continuing.

H. Holden, formerly with the Jas. Walker Hardware Co. of Montreal, and for whom he was secretary-treasurer, has purchased the general store of H. L. Pibus, of Knowlton, Quebec.

Erasme Barsalou, proprietor and manager of the Imperial Soap Co. of Montreal, is dead. He also was a director of the Dominion Oilcloth Co., and was associated with other concerns as an official. Mr. Barsalou's illness was a short one and he had been confined while ill to Hotel Dieu.

Ontario

O. Gare, general store, Birman, has sold out.

R. J. Ross, general store, Brighton, has sold his stock.

F. Bender, grocer, Listowel, has suffered fire loss.

T. F. Dove, grocer, Toronto, suffered damage by fire.

R. Thompson, grocer, Listowel, has suffered fire loss.

H. Turley, grocer, Keewatin, has discontinued business.

H. Sandler, grocer, Keewatin, has discontinued business.

N. Ryan, grocer, Timmins, has sold stock and fixtures.

P. E. Skinner, general store merchant, West Lorne, is dead.

National Grocers, Ltd., North Bay, have obtained a charter.

Mrs. I. Goldberg, grocer, Ottawa, has been succeeded by M. Fine.

Mrs. E. Long, grocer, Toronto has sold to H. R. Pollock.

E. G. Cox, grocer, Hamilton, has been succeeded by G. Harding.

McLaughlin & Cole, general store, Manitowaning, have dissolved.

Geo. Valley, general store, Quibell, has been succeeded by D. Paradis.

Dominion Soap Co., Ltd., Hamilton, has been sold to London Soap Co.

J. M. Schinbein & Sons, general store, Listowel, has suffered fire loss.

N. McKinnon, grocer, Priceville, has retired and moved to Toronto.

Young Co., Ltd., wholesale grocers, North Bay, have been succeeded by National Grocers, Ltd.

The Wood Flour Mills at Norwich, owned by T. L. Wood, were totally destroyed, with their contents, recently by fire. A crossed electric wire is blamed. The loss will be very heavy, though partial insurance was carried.

Western Provinces

M. C. Fraser, grocer, Regina, has sold out.

L. Bay, general store, Leader, Sask., has sold out.

C. B. Emberley, grocer, Winnipeg, has discontinued.

Moe Bros., general store, Alliance, Alta., have dissolved.

O. M. Leeper, general store, Findlater, Sask., has sold out.

F. W. Reich, grocer, Edmonton, Alta., has suffered fire loss.

Brown & Co., Acme, Alta., have opened branch at Beiseker.

L. Bay, general store, Leader, Sask., has sold to Stein Bros.

Beiseker Mercantile Co., general store, Beiseker, Alta., has sold out.

H. Isles, general store, Firdale, Man., has sold to Mrs. C. Williams.

J. H. Rylance, general store, Keystone, Sask., has sold out.

J. Hartley, general store, Routledge, Man., has discontinued business.

P. Prouse, general store, Kelvington, Sask., has sold to J. McCallum.

R. Jampolsky, general store, Mitchelton, Sask., has been burnt out.

G. W. S. Eisnor, general store, Woodrow, Sask., has suffered fire loss.

H. Field, general store, Whitemouth, Man. has sold to Stillman & Koffman.

Mrs. M. Hodgins of F. & M. Hodgins, general store, Katrine, Man., is dead.

W. W. McRae, general store, Maple Creek, Sask., has discontinued business.

W. H. Pritchard, general store, Mitchelton, Sask., has been burnt out.

H. H. Fisher, general store, Neutral Hills, Alta., has discontinued business.

T. Thorwaldson, general store, Leslie, Sask., has been succeeded by B. Peterson.

Wm. Robinson Co., Ltd., general store, St. Louis, Man., has discontinued business.

Tipling & Belden, general store, Balcarres, Sask., have sold to W. G. Morrison.

G. Hahn & Son, general store, Hatton, Sask., have been succeeded by Maier & Bayer.

W. H. Johnson, of Johnson & Sutherland, general store, Morningside, Alta., died recently.

McKinnon and Hunter, grocers, Drumheller, Alta., have been succeeded by C. A. McKinnon.

W. G. Morrison, general store, Newton Siding, Man., has been succeeded by McMillan Bros.

Laing Bros., wholesale feed, produce, etc., Winnipeg, has been succeeded by Laing Bros., Ltd.

Mr. Rifkin, of Rifkin & Braunstein, Humboldt, Sask., visited Winnipeg on a business trip recently

Royal Trading Co., general store, Zealandia, Sask., has been dissolved, A. K. & K. N. Shatilla continuing.

Saskatchewan Creamery Co., Moose Jaw, Sask., has been succeeded by Saskatchewan Creamery Co. of Moose Jaw Ltd.

J. Molgat & Co., general store, St. Amelia, Man., has been succeeded by Jos. Hamelin & Co., Ltd., of Ste. Rose du Lac.

B. E. Margulius, who has been engaged with Rifkin & Braunstein, Enterprise, Sask., general store for some time past has resigned, and expects to go into business as a sales agent.

James Milne, a well known fruit man of Winnipeg, who is with George Vipond & Co., of that city, was married last week to Miss Maston. They went to Tillsonburg, Ont., for the honeymoon.

W. Wood, who has been manager of W. Fraser's general store, Melfort, Sask., for a number of years, left recently for Weldon, Sask., where he has purchased the general store of McPherson & Lyle. A Rutherford, of Weldon is taking Mr. Wood's place in the Melfort store.

W. H. Escott Co., Ltd., Winnipeg, recently held their annual sales convention at head office. Among the branch managers present were T. H. Kaveney, Regina. J. L. Forrest, Saskatoon, C. T. Woodside, Calgary, T. B. Watt, Edmonton, R. Black, Ft. William. Various problems confronting the trade were taken up and discussed, and all managers went away much enthused with their visit. Among the principals present were C. S. Scwartz of the Young Thomas Soap Co., Regina, and Chas. Mueller of Waterloo, Ont., manufacturer of kegs.

REPRESENTATIVE OF FOOD CONTROLLER IN N.B. BELIEVES THERE HAS BEEN A REAL CONSERVATION OF FOOD

Referring to the informal canvass to ascertain if any saving in food products was being effected, mentioned in these columns last week, Dr. A. C. Keirstead, food controller's representative in New Brunswick, says that he had reached a different conclusion.

"I am inclined to think," he said, "that there has been a marked reduction in the consumption of wheat flour, beef and bacon since our campaign started. Hotel managers throughout the province have invariably informed me that there have been considerable reductions, but they complained that the substitutes meant no saving to them.

LOUIS C. ARMSTRONG,

the new manager of the Toronto agency of the T. H. Estabrooks Co., Ltd. He succeeds Geo. H. Campbell, who is going into business for himself. Mr. Armstrong is one of the oldest members of the Red Rose Tea staff.

"In my own observation I have been led to the conclusion that citizens are governing their tastes by their patriotism even when it means greater expense. It is time that we were asked to regulate our consumption of foods by patriotism rather than thrift, yet it is unfortunate when one does not reinforce the other."

Dr. Keirstead argues against arbitrary price fixing, saying: "High prices denote scarcity, and it is natural to suppose that the relative price of commodities will indicate the social need. It seems to me important, in our campaign, that every effort be made to secure a plentiful supply of fish in good condition, of corn and other cereals at prices that will allow good citizens to exercise economy as well as patriotism in their food selections."

SERIOUS FIRE AT WELLAND, ONT.

A serious fire which broke out in the business section of Welland, Ontario, completely gutted the Taylor Block on West Main street. Among the sufferers were Ford & Bretten who conducted a very attractive and thoroughly up-to-date store in this block. They have lost their entire stock.

BOARD OF TRADE FACILITIES FOR PERISHABLE GOODS

The Edmonton Board of Trade has taken steps to provide that shippers of perishable goods from that city during the winter months will have the opportunity of using the board as a clearing house, where, as the demand arises, shipments to different point will be arranged for. By this means they will not only be able to ship during the coldest months, when previously it has been impossible, but also in smaller lots than it was possible to do otherwise.

Those who have had perishable goods to ship from Edmonton have always been handicapped by the fact that during January and February the railways have withdrawn their heated car service as they could give no guarantee that shipments would not be damaged. However, if a shipment of 12,000 pounds was to be sent out the railways would usually make arrangements for taking the freight.

The proposal of the board involves the co-operative idea. The shipments of a number of merchants will be brought together in order to make a sufficiently large amount to secure the special railway service.

FINANCE RETAIL DEALER

Legislation May be Introduced in Manitoba to Support Retail Merchants

At a recent meeting of merchants of Winnipeg, George W. Prout explained legislation which may be introduced at the next session of the Manitoba legislature to finance retail merchants.

Dealing with the necessity of maintaining and developing the attractiveness of country life through the retail store, Mr. Prout stated that the retail merchant in the country was financed by the wholesale house, which in turn was financed by the bank. He pointed to the fact that under this scheme the country merchant was unable to take cash discounts and generally bought at prices too high to allow him to successfully compete with the large mail order houses.

The plan proposed is that a new financial concern with a capital of $1,000,000 will be organized. Of this sum the provincial government will supply $250,000 and the remaining $750,000 will be split between the wholesale houses and the retail merchants.

A country merchant who belongs to this organization will ask the organization for endorsement of his paper, and will go direct to the bank. With this

endorsement he will obtain money from the bank and will buy goods where he likes for spot cash.

Members of this organization will be compelled to conduct their businesses on a strictly efficient basis under the supervision of auditors of the central organization. The extending of credit will be carefully watched by these auditors on periodical visits to country stores.

B. C. COMMISSION PROPOSES CLOSING NORTHERN B.C. CANNERIES FOR FIVE YEARS

One of the important recommendations submitted by the special Commission appointed last summer to investigate the conditions and requirements of the salmon fisheries in this district is to close the canneries for five years. The Commission, which consisted of W. Sanford Evans (Chairman), H. B. Thompson and F. T. James, has just submitted a preliminary draft of its final report. The Commissioners decided that it would be inadvisable to grant any additional licenses for the period mentioned, because "the quantity of salmon now being taken is in the light of the evidence the maximum that may be safely caught until the supply is substantially increased." The existing canneries now work to only 17 per cent. of their theoretic efficiency on a twelve hour per day basis during the two months they are in operation each year.

CHISHOLM MILLING COMPANY GETS LICENSE

The Chisholm Milling Company, Toronto, has just received the Food Controllers' license to continue manufacture of their various products. There has been some delay in obtaining a license for the wheat foods manufactured by the company, but they have shown themselves willing to meet the Food Controller's ideas in the way of curtailing the use of wheat by substituting 20 per cent of barley, and as a result the Food Controller has granted them their license for the present year.

AGREE TO EARLY CLOSING

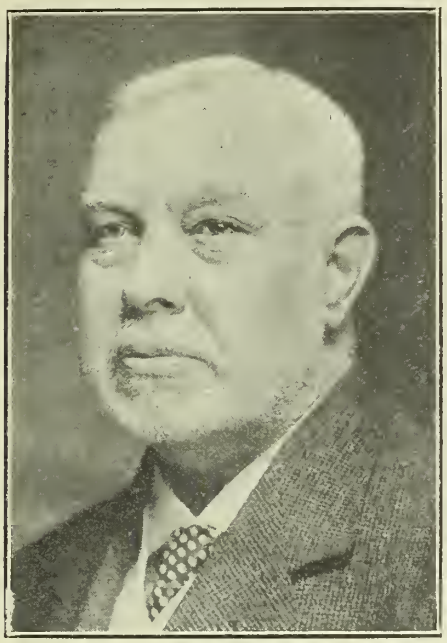
Merchants of Alliston, Ont., have signed a petition agreeing to close their business places at six o'clock every evening of the week except Saturday during eight months of the year. Early closing will commence the first of October and continue till the end of May. From the first of June till the end of September the town will be open two evenings a week—Tuesdays and Saturdays.

SHREDDED WHEAT COMPANY GETS LICENSE TO CONTINUE MANUFACTURE

Though advised some time ago that their application for license had been approved, it was only on Monday of this week that the license for the Canadian Shredded Wheat Company was actually obtained. This long delay has caused some apprehension on the part of jobbers and merchants generally, and as a result there has been a tendency to hold back in ordering. The license is granted but with the stipulation that the wheat employed shall only equal 75 per cent of the amount consumed in the manufacture of the product last year. As the product uses the whole wheat, it is manifest that this restriction curtails the company's output by one-quarter.

REORGANIZATION OF BUSINESS

The Litster Pure Food Company of Toronto has been reorganized slightly through the addition to the staff of C. C. Moffitt as sales manager, and J. R. Hayden to the sales force. Messrs. Moffitt and Hayden were formerly with John Sloan & Co., wholesale grocers, Toronto, the former having been office manager of John Sloan & Co. for some time previous to his connection with the Litster Pure Food Company. John G. Kent continues to be president of the Litster Company, while James Litster is identified with the company in the capacity of chemist. The company intends extending its sales organization into the various parts of the Dominion not yet touched to any extent. "Tartarine" is being placed on the market by this firm, substitute for cream of tartar, and "Eveready" Cocoa is another new product already referred to in CANADIAN GROCER.



THOMAS B. GREENING

President of the Pure Gold Manufacturing Company, Ltd., Toronto, and of Todhunters, Limited Toronto, and senior partner in the firm of T. B. Greening & Co., Toronto. Mr. Greening has just been appointed a director of the Standard Bank.

TORONTO CREDIT MEN MEET

The Canadian Credit Men's Association met at dinner in the Board of Trade club room on Tuesday evening. The gathering was addressed by W. E. Segworth, administrator of the Vocational Training Military Hospitals Commission, Ottawa, on the work being done by that body.

CANADIAN COMMISSION TO U. S.

A commission to investigate commercial, industrial and labor conditions in the United States has been appointed by the Dominion Government. The members of the commission are: S. E. Elkin, M.P.-elect for St. John-Albert, N.B., represents the House of Commons. Hon. G. D. Robertson will represent the Senate. It will also include Frank C. Jones. of Montreal, general manager of the Canada Cement Company; J. W. McConnell, of the St. Lawrence Mills, Montreal; J. H. Gundy, of Wood, Gundy & Co., Toronto; G. M. Murray, secretary of the Canadian Manufacturers' Association; J. G. O'Donoghue, solicitor for the labor organizations. Toronto, and President Wood, of the United Farmers of Alberta.

DRAFT MEN FROM SOME INDUSTRIES FOR FARMS

An Ottawa report states that there has been a good deal of talk in unofficial circles regarding combing out certain activities that might afford men for more necessary employments, it being urged that women could take their places in many of these employments. Among the activities that have been under discussion in this connection are grocery and dry goods stores, phonograph shops and restaurants. It is understood that the government may consider this matter in the near future.

SECURE FIRST LICENSE

Eugene and William Moore, fruit brokers, Toronto, have the distinction of securing the first license to engage in the sale of commodities in the Dominion through the new licensing system. Eugene Moore lost no time after reading in CANADIAN GROCER the conditions on which the licenses are to be issued. He immediately made application with the result that his application was acted upon several days in advance of other applications. In a letter from J. E. Hastings, chairman of the fruit and vegetable branch of the Department of Food Control at Ottawa, Mr. Moore was informed that his license was the first to have been issued by the department, and he naturally feels somewhat proud of this distinction.

DEATH OF C. T. A. OFFICIAL

David Watson, past President of the Commercial Travelers' Association and a vice-President of the Dominion Commercial Travelers' Mutual Benefit Association, died recently in Montreal.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHILE the Food Controller has not established a price for the new grade of flour it is generally understood by the millers that the price for Manitoba flour will be around $11.10 per barrel, carload basis. Some mills are already booking on this basis at any rate. In some instances mills have started to grind the new grade of flour. Rolled oats continue in firm market with a general advance recorded on the part of the manufacturers of package oats.

One of the important advances to be recorded during the week was that on canned pork and beans and canned meats of various kinds. Higher prices have also been made effective on bicarbonate of soda, cotton twine, salad dressing, fruit jars, wax paper, hand cleaner, lye. A reduction was recorded in the price of Epsom salts.

One of the refiners reduced the price of sugar to the basis of the two refiners who had previously reduced. An embargo on the shipment of sugar from the United States is likely to be only a temporary measure by way of relieving the freight situation. Canadian sugar men anticipate there will not be any serious consequences to the Canadian trade, as there are some stocks of raw sugar in hand and these will in all probability be sufficient to meet requirements until the embargo is again lifted.

There is a strong undertone to the tea situation, due to the high freight rates now prevailing on the Pacific Ocean. Stocks of teas in Canada have been fairly heavy recently and this has held the market in an easy position for some time past. Lima beans were lower in price in some quarters.

Storage butter was in firmer market during the week. New-laid eggs are arriving in better quantity and the price on this grade was lower. Storage eggs are getting within narrow compass and the price on this grade showed a higher range. Poultry supplies are light with very little being shipped to distributing centres. Margarine is in good demand but supplies procurable from the United States have not been sufficient to completely satisfy the trade. Business in grocery lines has been seasonably good during the week.

QUEBEC MARKETS

MONTREAL, Jan. 22.—The state of the grocery markets this week is reported as being fairly satisfactory, considering the very severe weather conditions. Of course there is a good deal of delay in getting supplies forward and the state of traffic is such as to give jobbers and importers a great deal of concern regarding some commodities. There have been a few changes, all of an upward tendency and mostly on proprietary lines. Shipments of raw sugars have been held back, although some lots have been received. Two molasses-carrying ships have been commandeered by the British government it is stated. It is said also that two big boats carrying supplies of nuts to the United States have been torpedoed. Millers are preparing to work on the basis of turning out the new standard flour and in the meantime business is continuing fairly satisfactory.

Baking Powder, Mustard, Yeast, Etc., Are Higher

Montreal.

VARIOUS LINES.—There are some few changes this week and among them are Quaker oats in the package variety which are up to $5.75. Robin Hood are marked up to the same figure, while the regular or small size are quoted at $2.05 per case. The Purity are quoted at $5.65 for the large and at $2 for the small size. Royal baking powder is selling at an advance and the following prices obtain:—Two ounce size 95c to $1.05; 4 oz., $1.65; 6 oz., $2.45; 12 oz., $4.65; 2½ lb., $14.60 and 5 lb. $27.35. Keen's mustard has recorded an advance of 3c per lb., the one pound selling at 67c; ½ lb., 68c; ¼ lb., 72c; ⅛ lb., 75c and 1/16 lb., 79c. Royal yeast is up to $1.50 per case. Cerebos salt is up 15c per doz. to $1.40 and gelatine, in leaves, is quoted up 20c, making the present price $1.20 per lb. Chloride of lime is higher, the 12 oz. being quoted now at $7, an advance of $1.25 per case, the 5 ounce sizes at $10 per case, an advance of $2.25 per case and on the 2 ounce size the advance is $4.25 per case making the price $12. Sal soda is up to $1.75 in 200 lb. bags, an advance of 35c per 100 lbs. Suchard's cocoa is higher, the half lb. size selling now at $4.75 and the quarter lb. size at $9 case. Canary seed has advanced from 12c per lb. to 15c.

Scouring Powders Are Marked Higher

Montreal.

CLEANING POWDERS.—An advance is recorded in cleansers this week and this applies to Old Dutch brand. It has been jobbed heretofore at $3.60 per case and the price now is $4 per case. The cost of tins and other container materials is assigned as the reason for the increase.

Sugar Situation Fair With Quotations Held

Montreal.

SUGAR.—The situation with regard to sugar week is not relieved to the extent that the refiners would wish it to be. As stated last week in CANADIAN GROCER some supplies of raws were on the way and some of these have arrived. But the volume coming in is small and not in any measure what is required. Notwithstanding this the refiners state that they are able to take care of their business fairly well, orders being filled in a reasonably satisfactory manner. One refiner stated to CANADIAN GROCER that it was now a matter of tonnage and that on this everything now depends. The talk of an embargo on the raws has been discounted and it is thought to have been made without foundation afforded the statement. Some refiners are still working on raws purchased on the old price basis.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 85
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95

Paris lumps, barrels		9 10
Paris lumps (50-lb. boxes)		9 65
Paris lumps (25-lb. boxes)		9 85
Crystal diamonds, barrels		9 10
Crystal diamonds (boxes 100 lbs.)		9 10
Cut loaf (50-lb. boxes)	9 30	9 65
Cut loaf (25-lb. boxes)	9 50	9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Tapioca And Rice Firm, With Sales Stated Fair

Montreal.

TAPIOCA AND RICE.—The rice and tapioca market holds very firmly and dealers report that there is a fair and normal amount of business. Deliveries will not be good, think some jobbers, and they are confident that prices will hold firmly. Added expense for freight and scarcity of the same and to which the increased cost of jute sacks must be added, are assigned as the reasons for the firm tendency. Conditions in the markets at import points are quiet and unchanged.

Carolina	10 00	11 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	....	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 80
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Firmness Continues In The Honey Market

Montreal.

HONEY, MAPLE PRODUCTS.—Little honey has come in from the outside with the consequent result of a firm tendency holding to the market. Sales are limited, of course, and the supplies that are on hand are ample to meet the demand. Maple sugar and syrup are in normal and fair demand, with the prices maintained as quoted herewith:—

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½
Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Demand For Canned Tomatoes Is Better

Montreal.

CANNED GOODS.—There is very little change in the situation with regard to canned goods. Prices are holding firmly in the line, generally, and one jobber stated to CANADIAN GROCER that he believed there was an ample supply. There is plenty of salmon, according to this source but notwithstanding this, he believes that the prices will hold. One large distributor states that there is a better enquiry for tomatoes, and that these will probably move out now more freely.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Molasses Is Soaring; Advance Is Two Cents

Montreal.

MOLASSES AND SYRUPS.—The

One Never Knows.

firmness of the molasses market is again shown in an advance of two cents this week over the prices quoted in last week's report. This makes an unprecedented price and some of the jobbers are inclined to feel that there is no reason for such a tendency, particularly when the price of raw sugar is taken into consideration. Two of the boats in the carrying trade between the Barbadoes and U.S. points have been commandeered and this makes the situation regarding deliveries worse. An advance of 3½c per hundred in freight rates has been made and this is a factor in firming the market. The following prices are marked up in accordance with this advance. Corn syrups are selling in fair quantities at the prices quoted herewith. The St. Lawrence refineries have issued a new list on their brand of syrups and these will be found elsewhere in the proprietary lists.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

	Prices for Fancy, Island	Choice, of Montreal
Barbadoes Molasses—		
Puncheons	0 91	....
Barrels	0 94	....
Half barrels	0 96	....

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	....
Barrels, per 100 lbs.	....
Half barrels, per 100 lbs.	....

Good Quality Beans Are Scarce And Firm

Montreal.

BEANS.—Jobbers state that the difficulty of securing high grade beans is becoming greater. The expected relief from the marketing of larger quantities of the Ontario crop has not been effected and this means that the prices are maintained firmly. The trade is being supplied, jobbers state, but they also claim that the supply is not greater than the demand to the extent they hoped it would be. It is stated that the Ontario growers have been endeavoring to interest the Food Controller in the marketing of the crop held there. This crop as pointed out in CANADIAN GROCER several weeks ago was being treated in an effort to make the line marketable, but it seems that the beans must be used promptly, and this is the reason for growers endeavoring to enlist the government's assistance. Prices are firm at the following quotations:—

Beans—		
Canadian, hand-picked	....	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	....	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	....	10 00
Michigan, hand-picked	....	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	....	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Nut Trade Continues Quiet, With Firm Prices

Montreal.

NUTS.—There is very little activity in the nut market this week and jobbers are filling orders of light and sorting nature, Only. It is reported that some shipments of filberts, walnuts and almonds have gone the way of many others, two ships being reported as sunk in the Atlantic. This, stated one importer to CANADIAN GROCER, will doubtless affect the marekt for walnuts particularly, and it may be necessary to turn to the Chinese products. These

are not the best substitute, continued this informant, as they will not be popular for use in the regular way, their use being covered by their adoption for grinding and cake-making, etc. Other nuts are unchanged as quoted herewith.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts large an small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 20
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	....	0 16
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 59	0 61
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Dried Apples Scarce; Shipments Are Slow

Montreal.

DRIED FRUITS.—There are plenty of dried fruits available, according to one of the largest jobbers. This applies to all lines, he states, excepting dried apples. Of the latter there seems to be a real scarcity. Prunes are held in fairly good quantities, but in this line the outside situation does not look so possible. The U.S. Government is buying all the prunes of the medium sizes, states a letter shown CANADIAN GROCER by one of the large jobbers, and this will make the outlook rather more serious for future supplies. Orders that should have been shipped out in October and November are still unfilled, states the same letter.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	0 22	0 23
Peaches (fancy)	....	0 21
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	....	2 25
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Prunes—		
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	....	0 12½
70-80s	....	0 12
80-90s	....	0 11
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Government's New Orders Re Flour Are Awaited

Montreal.

FLOUR AND FEEDS.—The new regulations regarding the standard flour are awaited by the millers and dealers alike, with much interest. A letter has been sent to the millers, the wholesale dealers and retailers, asking their co-operation in this latest requirement as outlined in last week's issue. In the meantime business continues good and the flour and feed sales are maintained on a normal basis. There are no changes of price and the special grades are still being sold on the basis of the quotations herewith given. Elsewhere in this issue there will be found an interesting letter referring to the new order. Feed oats are firmer at $1.05 per bushel.

	Car lots	Small lots
Feed oats, per bushel	1 00	1 02
Manitoba Wheat Flour—		
First patents	11 60	11 80
Second patents	11 10	11 30
Strong bakers	10 90	11 10
Winter Wheat Flour—		
Fancy patents	11 25	....
90%, in wood	10 50	10 75
90%, in bags	5 20	5 30

"POST NO BILLS"
—Record, Philadelphia.

Bran, per ton	35 00	....
Shorts	40 00	....
Special middlings	50 00	51 00
Feed oats, per bushel	....	1 05

Oatmeal And Rolled Oats Are Marked Higher

Montreal

CEREALS.—The feature of the week in the cereal market centres around rolled oats. These are firmer and are selling at an advance of ten to fifteen cents per 98 pound sack. Good oats are increasingly hard to obtain and the mills have also had to increase their prices on the package goods made by them. Split peas are also firming, although there is no change of price. Cornmeal is moving out fairly well and the price is held. Deliveries of corn are poor and it is doubtful if the present congestion will lift immediately, the situation being rather complicated.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 85	6 25
Oatmeal, granulated, 98 lbs.	5 85	6 25
Peas, Canadian, boiling, bush.	5 00	5 00
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 30	5 65
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

Japan Teas Very Scarce With Higher Prices Likely

Montreal.

TEAS.—Japans are becoming scarcer weekly, and there is still a firmer undertone to the market, but without any changes recorded. A great deal of tea is said to have gone forward on account of export, and while Canadian stocks have been very good, this will probably affect the size of these appreciably. Business continues to be very satisfactory, and especially in view of this usually being a quiet month. Deliveries are well maintained by the local jobbers to both city and outside points, the congestion of traffic being a factor, however, in some instances.

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Mocha Grades Of Coffee Firm; Sales Are Good

Montreal.

COFFEE.—Sales of coffee continue to be quite satisfactory, say the jobbers and importers. There is probably not so much business as was characteristic of the situation just before the holidays, but none are complaining of a dearth of orders. At primary points there is a firmed tendency to prices, after a period of somewhat unsettled conditions. The high grades of mochas are very much higher. Cocoa is selling well and prices are firmly maintained.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

White Pepper Very Scarce; Primary Markets Unsettled

Montreal.

SPICES.—The volume of trade in spices is rather smaller than it has been. Nothwithstanding, some orders are received and dealers are sorting up to a certain extent after the holidays, and since they have made up their inventories. In the primary markets, trading is confined to a rather small compass. Prices are radically unsettled and the embargoes and enforced holidays have only served to make the situation more complicated. Peppers, in both white and black, are very hard to obtain and the prices have moved to higher levels. There also is a firmer tendency to cassias, mace, cloves and mustards. Cream

of tartar is very scarce and high. Labor cannot be secured—it is stated—to do the necessary work at producing points.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Onions Plentiful; Apples Are Scarcer

Montreal.

FRUITS AND VEGETABLES.—The fruit and vegetable market is reported as being rather quiet. This condition, some think, will prevail until well on toward Easter. There are a few changes of a more or less minor nature and some new lines are beginning to come in from California. Oranges from Porta Rica are coming in more freely, and there is an easier price tendency. Grape fruit are selling freely at moderate prices. Apples are getting scarcer and the prices are firm. The vegetable market is rather slow, with lower tendencies on Ontario onions. Potatoes are a trifle easier and if it were possible to get transportation and to ship in this cold weather, there would be an easier tendency. Many lots have been frozen. New imported beans are reported somewhat higher, due to the cold weather no doubt. Canadian brussels sprouts are quoted at 20c per lb. an advance of 5c per lb.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, Cal., according to size.	4 50	7 50
Oranges (bitter)	....	4 00
Grape fruit	3 50	5 00
Lemons (fancy new Messina), as to size	4 50	7 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	8 00	8 50
McIntosh Red	....	8 00
Ben Davis	5 00	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Russets	4 50	7 50
Apples, boxed	....	2 75
Pears (eating)	2 50	4 00
Cauliflower (California), crate	2 25	4 50
Cabbage, Montreal, per bbl.	....	2 50
Cabbage, Montreal, doz.	....	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	6 50	8 00
Celery, Cal., 2 doz. crate	....	4 50
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 00
Spanish onions, half cases	1 25	2 25
Spanish onions, large crate	4 50	5 50
Potatoes (sweet), per hamper	2 50	4 50
Potatoes, bag	2 00	2 40
Carrots, bag	0 90	1 00
Beets, bag	....	1 00
Parsnips	....	1 25
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	1 50	2 00
Lettuce, curly (4 doz.), box	....	2 25
Tomatoes, pound	....	0 30
Horse radish, per lb.	....	0 25
Beans, wax, bag, U.S., 20 lbs. to basket	....	8 00
Beans, green, bag, U.S., 20 lbs. to basket	....	8 00
Leeks, per doz.	3 50	4 00
Parsley, doz.	....	0 60
Parsley, Bermuda, doz.	....	1 00
Mint, doz. (American)	....	0 40
Watercress, American, doz.	....	1 25
Watercress (Canadian)	....	0 60
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 20
Sprouts, Brussels, American, qt.	0 25	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb.	....	0 25
Dried thyme, dried savory, dried marjojram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 50	2 75
Peppers, per bkt.	....	1 25
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	20 00	21 00
Cranberries (new), small size, per bundle	....	1 50

ONTARIO MARKETS

TORONTO, Jan. 23.—Activity continues in grocery markets so far as price changes are concerned. One of the important advances to be recorded during the week was that of canned meats, together with canned pork and beans. A considerable advance was recorded in this latter line. Other lines to show higher prices include coffee essences, bicarbonate of soda, butter dishes, cotton twine, salad dressing, jars, wax paper, hand cleanser, lye, baking powder. A reduction in the price of Epsom salts was made effective. Some makes of jams were higher. Trade is reported fairly good, with a better movement of goods during the week as a result of the clearing of the railway lines.

Reported Embargo Considered Temporary

Toronto.

SUGAR.—Advice was received during the week in the shape of a despatch from Ottawa quoting the Food Controller as stating that a temporary embargo on raw sugar leaving the United States was likely to be put into effect. This is looked upon more as a measure to facilitate the handling of other commodities on the railways of the United States rather than a shortage of sugar. Sugar men in this market look upon such an embargo as only a very temporary measure, designed to be operative for only a short period. It is believed by the representatives of refiners in this district that it will not materially affect the supply, as there are now some stocks in Canada, and these will be sufficient to take care of the needs of the country until raw sugar is again permitted to come forward. As to the duration of the embargo nothing has been announced. Better supplies of sugar came into this market during the week than arrivals during the previous week. Storm conditions operated to hold up deliveries last week. A press despatch from Washington during the week stated that President Menocal, of Cuba, has issued a decree that the entire sugar crop of the island should be distributed through the International Sugar Committee. This action may forestall the possibility of lower prices than those prevailing on the basis of the price arranged by the International Sugar Committee. The number of centrals now grinding on the island is 158, as compared with 148 at this time last year and 155 in 1916. Visible production of raw sugar to January 12 is 163,718 tons, as compared with 123,996 tons last year. In the Canadian market Atlantic Sugar Refinery reduced prices to the basis of $8.54 for extra granulated during the week.

Atlantic, extra granulated	8 54
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	9 04
Can. Sugar Refinery, extra granulated	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Pork And Beans And Canned Meats Up

CANNED MEATS, BEANS.—A considerable advance was recorded on Clark's pork and beans during the week, there being an advance of 30c per dozen on the 2-lb. tins and 15c advance on 1½-lb. tins. Following are the new prices prevailing on the various lines of canned meats and pork and beans: Pork and beans—No. 1½, $1.90 dozen; No. 2, $2.30 dozen; No. 3 flats, $2.95 dozen, change applying to both tomato sauce and chili sauce. Assorted meats, $4.45 dozen. Compressed corn beef—No. 1, $4.45 dozen; No. 2, $9.25 dozen; No. 14, $80 dozen. Ready lunch beef—No. 1, $4.45 dozen. English brawn—No. 2, $9.25 dozen. Boneless pigs' feet—No. 2, $9.25 dozen. Ready lunch veal loaf, beef ham loaf, beef loaf, assorted loaves, are quoted for No. ½ at $2.40 per dozen and No. 1 at $4.45 dozen. Roast beef—No. 1, $4.45 dozen, and No. 2 at $9 dozen. Boiled beef—No. 1, $4.45 dozen; No. 2, $9 dozen. Mince meat in bulk, 5-lb. pails, 25c lb.; 10-lb. pails, 24c; 25-lb. pails, 23c; 50-lb. tubs, 23c; 85-lb. tubs, 22c. Concentrated soups, chicken and vermicilli, $1.65 dozen; all other soups, with the exception of tomato, $1.25 per dozen. Boiled

dinner is reduced 5c per dozen to $2.45 for No. 1 and $5.95 for No. 2.

Butter Dishes And Fruit Jars Go Higher

BUTTER DISHES, JARS, SALAD DRESSING.—Higher prices have been made effective on Riteshape butter dishes as follows: ½'s, $3.15 per M; 1's, $3.20 M; 2's, $3.75 M; 3's, $4 M; 5's, $4.50 M; 10's, $10.50 M. Higher prices have been announced on Gem jars, and the following prices now prevail:

	Pints Gross	Quarts Gross	½ Gals. Gross
Crown and Imperial Gem, wine measure.	$10.00	$10.50	$13.50
Crown, Imp. measure.	10.50	11.50	15.50
Perfect Seal	10.50	11.00	15.25

Cane Syrups Show Lower Range In Price

Toronto.

MOLASSES, SYRUPS.—A decline in the price of Crystal Diamond cane syrup was announced during the week, which now makes the price of 2's $2.75 per dozen. Molasses was in continued firm market, with some of the dealers out of stock. Supplies of molasses on spot are not heavy. There is difficulty in obtaining supplies of molasses, and with a good demand at the present time prices are firmly maintained.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
Molasses—		
Fancy Barbadoes, barrels	....	0 92
Choice Barbadoes, barrels	....	0 82
West India, ½ bbls., gal.	0 55	0 58
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 25
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	5 65
Tins, 2-lb., baking grade, case 2 doz.	....	3 00
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Other Brands Of Jams Follow Upward

Toronto.

CANNED GOODS. — Following the upward tendency in jam prices for some time past there has been a movement upward on the part of other manufacturers during the week. St. Williams jams are now quoted as follows: Strawberry, 16-oz., $3.15 dozen; 4-lb. tins, 85c tin; raspberry, 16-oz., $3.15 dozen; 4-lb. tins, 85c tin; tumblers, $1.50 dozen; black currant, 16-oz., $3.05 dozen; 4-lb. tins, 83c tin; tumblers, $1.50 dozen. Canned beets showed an upward tendency, quotations being made on the basis of $2.10 to $2.30 per dozen. Early June peas also showed a higher tendency, being advanced in certain quarters to $2.32½ per dozen. Corn 2's were 5c per dozen higher in some quarters at $2.40. Demand for canned goods is not heavy at the present time, although a fair sale is in progress.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	3 85	4 25
Sockeye, ½s, doz.	2 25	2 35
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	....	1 35
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 75	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 80	2 25
Peas, early June	1 87½	2 32½
Beans, golden wax, doz.	....	1 90
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	3 15	3 30
Do., black currant, 16 oz.	3 05	3 20
Do., strawberry, 16 oz.	3 15	3 40
Do., raspberry, 4-lb. tin	....	0 85
Do., black currant, 4-lb. tin	....	0 83
Do., strawberry, 4-lb. tins	....	0 85
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Spanish Figs Have Reached Market

Toronto.

DRIED FRUIT.—Spanish figs of Comadre variety have reached the local market and in mats of 30 to 35 pounds are quoted at 10c per pound. Candied peel is getting fairly well cleaned up in certain quarters. Australian currants are also getting in narrow compass, and prices are higher for stocks that remain, quotations being made on the basis of 27c to 30c per pound. Choice peaches were advanced 1c per pound in some quarters to 19c. Prunes were also in firmer market and prices were advanced for 50-60's by 1½c in some instances, and ¼c for 90-100's, making the quotation in the instance noted 16c on 50-60's and 12c on 90-100's. Shipments of dried fruit are still held up and concern is beginning to be manifested in some quarters.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	....	0 16¾
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	....	0 30
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 29	0 32
Citron	....	0 35
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 27	0 30
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 95
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Tans, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	0 10
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	....
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 14	0 16
60-70s, per lb., 25's, faced	....	....
70-80s, per lb., 25's, faced	....	0 13½
80-90s, per lb., 25's, unfaced	....	0 12½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 16½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 14	0 15½

Undertone To Tea Market One Of Firmness

Toronto.

TEAS.—There is an undertone of firmness to the tea market, due to the higher freight rates now prevailing for shipments via the Pacific Ocean. Freight costs at the present time 25c per pound. When teas are brought forward on this basis it will mean that higher prices will have to prevail in this market. Locally prices are from 5c to 10c per pound lower than it would cost to import teas at the present time. An article elsewhere in this issue refers more specifically to the tea situation.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 36	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Maintains Firmness During Week

Toronto.

COFFEE.—The coffee market maintained its firmness at primary points during the week owing to the free buying movement that was under way. The Brazilian Government furthermore purchased 408,000 bags from stocks held at Rio and Santos. Wall Street and Cotton Exchange interests were free buyers during the week. In the local market there is a firmness in prices, with a good demand reported. Quotations hold unchanged.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Blue Mountain Jamaica	0 33	0 38
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 16	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Pastry Spice And Black Pepper Higher

Toronto.

SPICES.—There was a firm market for peppers during the week, with ad-

vances recorded in some quarters on black pepper to the extent of 1c to 2c per pound. White pepper is also in very firm market and higher prices are anticipated in the near future. Black pepper was quoted on the basis of 36c to 40c per pound in some quarters during the week. Pastry spice was higher by 2c per pound in one quarter during the week, making the range from 27c to 32c per pound. Trade in spices is fairly good, considering the season of the year.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 20	0 25
Peppers, black	0 35	0 40
Peppers, white	0 38	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	....
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	2 40	2 60
8-oz. tins, doz.	4 75	5 05
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Almonds And Filberts Are Easier In Price

Toronto.

NUTS.—There was an easier feeling in the primary market for nuts during the week, almonds and filberts being quoted down ½c per pound. Brazil nuts at primary markets give evidence of continued strength. Some local wholesalers show a desire to clean out their stocks of nuts and attractive prices are made in certain instances. Roasted peanuts are in firm market, with an advance of 1c per pound recorded in one instance, making the range from 17c to 19c per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 25	0 27
Peanuts, roasted, lb.	0 17	0 19
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 60	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Lima Beans Lower; Rangoon Beans Active

Toronto.

BEANS.—Following the weaker tendency noted in the lima bean market last week, a decline of ½c per pound has been made in one quarter during the week, making the range of prices from 16½c to 19c per pound. Rangoon beans were in better demand during the week, as it is reported the Government has been in the market to make purchases. A local broker offered $6 for Rangoons to wholesalers to clear out their stocks. It is reported the Italian Government has been purchasing beans in the New York market, and has greatly reduced stocks in that quarter. There is a better movement in beans during the week, and quotations were advanced to basis of $6 to $6.60 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	....
Can. white kidney beans, bush.	....	....
Indians, per bush.	6 00	6 60
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 16½	0 17½

Chinese Rice Firm And May Advance

Toronto.

RICE, TAPIOCA.—There was a firm market for rices of all kinds during the week, with a strong tone to Chinese rices. One concern advanced Chinese XX rice to 9c per pound. Quotations were made in another quarter at 8c per pound, but there is every likelihood that there will be a general movement upward within a short time. Tapioca was in firm tone, and quotations were firmly maintained on the basis of 14½c per pound. There is a possibility of an embargo being placed on the shipment of rice from the United States. Should this take place, Far Eastern rices would undoubtedly be higher.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.	....	0 12½
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 00	9 00
Japans, fancy, per 100 lbs.	10 00	11 00
Japans, second, per 100 lbs.	9 50	10 00
Chinese XX, per 100 lbs.	8 00	9 00
Tapioca, per lb.	0 14½	0 15

All Brands Of Package Oats Higher

Toronto.

PACKAGE OATS.—There was a general movement toward higher levels in package oats during the week. An advance was announced in these columns last week as taking place on Quaker oats, with the intimation that other brands were likely to advance. Purity and Robin Hood have been increased in conformity with advances in other brands. Quaker and Purity 20's are now quoted at $8.65 per case and 18's at $2 per case. Robin Hood 20's are quoted at $5.75 and 18's at $2.05 per case. Demand for rolled oats is good.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	5 65	5 75
Rolled oats, round, regular 18s, case	2 00	2 05
Rolled oats, square, 20s	4 80	5 00
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Honey In Jars About Off Market

Toronto.

HONEY, MAPLE SYRUP.—Some wholesalers who had light stocks of honey in jars cleaned out their stocks during the week, and supplies are now practically exhausted. Clover honey is practically non-existent. Buckwheat honey in 60-lb. pails was still available in one quarter at 18c per pound. Intimations were made that the prices on new season maple syrup are likely to be given out in the near future.

Honey—		
Clover, 5 and 10-lb. tins	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10-oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 00
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Greenings Firmer; Kings Were Lower

Toronto.

FRUIT.—There was a firmer market for Greening apples in barrels during the week, the lower quotation of $6.50 of last week having disappeared. Kings, on the other hand, were quoted lower in some quarters by 50c per barrel, the range for No. 1's being $6 to $6.50 per barrel. Florida grapefruit 36's to 46's were quoted down 25c per case, the range being from $4 to $4.50 per case. Florida grapefruit 54's were quoted lower by 25c per case during the week at $4. California pears were lower in price at $3.75 to $4 per box. Porto Rican pineapples were in the market, and were quoted at $5.50 for 30's and $6 for 36's. Movement of fruit was not active during the week. Shipments have been held up through the danger of frost. Grapefruit and pines that arrived during the week were touched with frost.

Apples—		
Boxes, Spitzenberg	2 65	3 00
Jonathan, box	....	2 75
McIntosh Red, box	....	2 50
Rome Beauty, box	....	2 75
Ontario—		
Baldwins, No. 1, bbl.	6 00	7 00
Greenings, No. 1, bbl.	....	7 00
Kings, No. 1, bbl.	6 00	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	4 50	6 00
Do., No. 2	4 00	5 00
Starks, No. 1, bbl.	....	6 00
Do., No. 2	5 00	6 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	5 00
N.S. Blenheim, No. 1	....	5 00
Do., No. 2	....	4 50
Bananas, yellow, bunch	2 25	2 60
Cranberries, late Howe's	18 00	20 00
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	4 50
Do., 54s, 64s, 80s, 96s	4 25	5 00
Gray grapefruit, case	....	4 00
Oranges—		
California Navels—		
80, 96s, 100s, case	4 00	4 50
126s, case	....	5 25

150s, 176s, 200s, 216s	....	6 50
Mexican oranges, 216s, 250s	....	3 50
Florida Oranges—		
96s, 126s, case	4 75	6 00
150s, 176s, 200s, 216s	6 00	6 25
Tangerines, half box	....	3 50
Lemons, Cal., case	....	7 00
Do., Messinas, box	....	5 50
Pears, Cal., box	3 75	4 00
Pineaples, Porto Rican, cs. 30-36s.	5 50	6 00
Malaga grapes, keg	7 00	9 00

Spanish Onions Easier; Cucumbers Reach Market

Toronto.

VEGETABLES.—There was an easier market for Spanish onions during the week, and large sized crates were quoted as low as $4.75, and ranging up to $5. Potatoes were in light supply during the week owing to the severe weather, which prevented movement of stock. Boston cucumbers came into the market and were quoted at $2.75 to $3 per dozen. Green peppers were also in the market, quoted at $1 per dozen. Some cheap yellow onions were quoted at $2 per sack of 100 lbs. Beets were firmer and ranged from 90c to $1.25 per bag. Brussels sprouts were also higher at 25c per qt. California cauliflower was quoted lower at $4.25 to $4.50 per case. Cabbage prices were firm at $3, with stocks rapidly dwindling. Leaf lettuce was higher at 30c to 35c per dozen bunches. There was a fairly good movement of vegetables during the week.

Beets, bag	0 90	1 25
Brussel sprouts, quart	....	0 25
Cauliflower, Cal., case	4 25	4 50
Cabbage, Canadian, barrel	....	3 00
Carrots, bag	....	0 75
Celery, ntario, doz.	0 25	0 60
Do., California, case	....	....
Cucumbers, Boston, doz.	2 75	3 00
Lettuce, leaf, doz. bunches	0 30	0 35
Lettuce, Cal., crate	....	4 00
Boston, head, hampers	....	2 75
Canadian head lettuce, crate	3 00	4 00
Mushrooms, 4-lb. basket	....	3 00
Onions—		
Spanish, crates	4 75	5 00
Spanish, half crates	2 50	2 60
Do., Canadian, 75-lb.	2 35	2 50
B.C. onions, 100-lb. bag	....	2 00
American, 100-lb. sacks	....	3 25
Potatoes—		
New Ontario, bag	....	2 25
N.B. Delawares	....	2 50
P.E.I., bag	....	2 10
Sweet, hamper	....	3 25
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, 4-basket crate	....	3 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 70
Peppers, green, dozen	....	1 00
Turnips, new, bag	0 50	0 65

Flour Price Not Yet Fixed

Toronto.

FLOUR.—Mills report there has been a very keen buying interest on the part of consumers who are anxious to lay in a stock of the present high patent flour. Mills have been compelled to limit this business, however, as they will start to manufacture the new grade of flour quite generally by January 28. It is understood that some mills have already started to mill the new grade. Price has not yet been fixed by the Food Controller for the new grade of flour, but some of the mills are booking orders for new grade on basis of $11.10 per barrel in carload prices, $10.85 for blended flour of Manitoba and Ontario wheat, and $10.55 to $10.70 for Ontario winter wheat flour, carload basis. Nothing definite has been announced with respect to the additional tax on wheat, but intimations have been made that it is likely to be 1½c per bushel, and not 3½c as at one time anticipated. Retailers are to be given a reasonable time to dispose of their stock of high patents flour. One large milling concern stated the new grade of flour will be a very satisfactory one, and will be but very little darker in color than the present best grades.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	$11.60	$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	10.60	$10.80
Second patents	10.30	10.50
New grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.55-10.70	10.75-10.90
Blended, spring and winter	10.85	11.15

Heavy Demand On Millfeeds Keeps Up

Toronto.

MILL FEEDS.—There is no cessation in the demand for mill feeds, mills in almost every instance being sold to the limit of their capacity for the thirty-day period allowed by the Department of Food Control. One large concern has had their travellers off the road for the past six weeks, as they did not need to solicit business. Shipments from the West have shown improvement during the week, but railroad transportation in Ontario has been greatly hampered during the week. Prices hold unchanged at the established basis.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Corn Shipments Are Still Quite Sparse

Toronto.

CEREALS.—Millers of corn products report the arrivals of corn shipments are still far from satisfactory owing to the acute situation on the railroads. As soon as shipments of corn begin to reach the market in more satisfactory volume it is anticipated prices will show an easier tendency. Oats touched a new high record during the week, being quoted in Winnipeg on the basis of 96c per bushel for No. 2 C.W. This is keeping the rolled oat market in a very firm situation. Quotations were made on the basis of $5.25 to $5.75 by the mills, while the range of quotations by wholesalers was from $5.25 to $6.50 in bag lots. Demand for cereals of all kinds is good.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	$6.50-$ 7.00	$ 8.00-$ 8.50
Barley, pot, 98s	5.60- 5.70	5.75- 6.25
Cornmeal, yellow, 98s	6.35- 6.60	6.50- 6.75
Corn flour, 98s	7.25- 7.35	....- ....
Farina, 98s	5.90- 6.15	6.25- 6.50
Graham flour, 98s	5.40-	5.75- 6.00
Hominy grite, 98s	7.30- 7.40	....- ....
Hominy, pearl, 98s	7.20- 7.30	....- ....
Rolled oats, 90s	5.25- 5.75	5.25- 6.50
Oatmeal, 98s	5.75- 6.30	6.00- 7.00
Rolled wheat, 100-lb. bbl.	5.60- 6.00	6.00- 6.75
Wheatlets, 98s	5.90- 6.15	6.25- 6.50
Peas, yellow, split	9.25- 9.75	10.00- 10.50
Blue peas, lb.	....-	0.13- 0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Jan. 23.—Olives are slightly higher, and new quotations have gone into effect, both on Libby and Gorman Eckert lines. Van Camp's pork and beans are off the market, an embargo having been placed on them by the United States Government. Embargo also affected a number of cereals.. Imperial Tobacco Co. have announced a number of changes on tobacco; packages of 1-13th lb. are now 1-15th lb., this being necessary in order to sell package at 10c. Lines affected are Old Chum, Meerschum, Senator and Repeater.

Sugar Still Scarce But Decline Expected

Winnipeg.

SUGGAR.—The market is in a peculiar state owing to the British Columbia Sugar Refinery having withdrawn from this market. Until last week-end they were supplying the trade at 30c per cwt. above Eastern prices, but have now withdrawn temporarily. However, they have reduced their price 10c in Saskatchewan below what it is in Manitoba, but their price is still 20c higher than in the East. Sugar is coming into this market in about the same volume as in normal times, but there is not more than sufficient for requirements. The reason for this is that there is no surplus stock in the hands of the wholesalers or retailers, with the result that supplies immediately go into consumption, and there is always a danger of a shortage. Despite this, however, the feeling here is that everything points to a lower price on sugar. The fact that a decline of 10c took place in Ontario last week caused the retail trade to be very careful with their purchases, so the demand was not heavy last week. The basis for standard granulated was $9.25 at the time of writing.

Syrups Move Well As Season Approaches

Winnipeg.

SYRUPS.—There has been no further decline in price, and the demand is exceptionally good owing to the syrup season coming on.

NEW ORLEANS MOLASSES.

24 by 2 lb. tins	$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 80
6 by 10 lb. tins	3 70

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 60
5-lb. tins, 1 doz. case, per case	5 40

10-lb. tins, ½ doz. case, per case	5 25
20-lb. tins, ¼ doz. case, per case	5 25
Barbadoes Molasses—	
In half barrels, per gal.	85-95
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	50-52
ROGERS SYRUP.	
24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

U.S. Government Puts Embargo On 60-70 Prunes

Winnipeg.

DRIED FRUITS.—Prunes.—There is a report here that the United States Government has commandeered all the 60-70 prunes, and some packers have taken them off their list. This size being a staple seller, the trade will be compelled to take other sizes, either larger or smaller. Evaporated Apples.—The market on apples is weaker owing to the fact that the demand has been limited on account of high price, and this has resulted in what few cars were available in the East being offered at less money. Peaches, pears and apricots are firm. Raisins.—Belated shipments of raisins intended for the Christmas trade are beginning to arrive now. Stocks are good, and there is a healthy condition to the market.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.		0 09⅝
80-90s, 25-lb. boxes, per lb.		0 09¾
50-60s, 25-lb. boxes, per lb.		0 11¾
Apples—		
Choice, 50-lb. boxes, lb.	....	0 22
Pears, choice, 10-lb. bxs., faced, box	....	1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box	....	2 48
Peaches—		
Choice, 25-lb. boxes	....	0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian	....	0 21
56-lb. boxes, lb.	....	0 24
Dates—		
Hallowee, 68-lb. boxes	....	0 20
Fards, box, 12 lbs.	....	2 30
Raisins, California—		
16 oz. fancy, seeded	....	0 11⅞
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09¼
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 11
3 crown, loose, 50's	....	0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	....	0 10½
3 crown, loose, 10-lb. boxes	....	0 11
Figs—		
Mediterranean, 33-lb. mats	....	0 08¼
Peel—		
Candied lemon, boxes, lb.	....	0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes	....	0 28½

Coffee Was Up, But Soon Came Down

Winnipeg.

COFFEE.—The market has been very erratic, and last month there was an advance, but advices received at time of writing indicate that there has been a reaction, and the market is back where it was.

Better Demand Now For White Beans

Winnipeg.

BEANS.—Heavy stocks are carried by local wholesalers, but there has been a great improvement in the demand this week.

Barley—		
Pearl, 98-lb. bags, per bag	7 10	7 75
Pearl, 49-lb. bags, per bag	3 58	3 90
Pot, 98-lb. bags, per bag	5 15	5 50
Pot, 49-lb. bags, per bag	2 60	2 80
Pot, 24-lb. bags, per bag	....	1 45
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb.		0 14
Fancy white, bushel	5 90	6 50
Peas—		
Split, 98-lb. bags, per bag	10 60	11 25
Whole, yellow, soup, 2 bu. bags, bu.		5 00

New Prices In Effect On Biscuits

Winnipeg.

BISCUITS.—Important advances have gone into effect on both McCormick and Paulin-Chambers biscuits. The latter have advanced as follows: 35-lb. cases now 15c; 15-lb. boxes, 15c; bbls., 14¾c; No. 1 cartons, $1.60; No. 2, 28c; No. 2 tins, 46c. McCormick cases, barrels and boxes are all now 15½c per lb.; 2-lb. tins, 46c; 2-lb. paper, 35c.; 1½-lb. paper, 27c; 1-lb. square, $1.65; 12½c cartons, $1.29. All McCormick's sweet biscuits advanced 1½c per lb., and Paulin-Chambers 1c per lb.

Advance Of 1c Per Lb. Announced On Peanuts

Winnipeg.

NUTS.—All lines are steady with the exception of peanuts, which are scarce, and the trade are looking for higher prices, in fact probably before this goes into print quotations will be up 1c per lb. One jobber states he scoured the city for green peanuts, and was not able to secure any. Their last quotations on peanuts were for Fancy, 17c and Special Jumbos, 19c.

Jobbers Say Tea Is Good Buy To-day

Winnipeg.

TEA.—Jobbers are of the opinion that package teas are good buying for the trade just now, as they would not be surprised to see higher prices before very long.

Cuban Tomatoes $8; Oranges Advance To $7.50

Winnipeg.

FRUIT AND VEGETABLES.—There has been a decline in California celery, 100 lb. crates, to $6.50. This is a decline of 50c per cwt. There is no sign of potatoes going down, as yet. Sweet potatoes are bringing 7c per lb. Cuban tomatoes, 6 basket crates, have jumped to $8 on account of the good demand and falling off in supply. There are no other tomatoes in sight. Fruits—In apples the big sellers are Wagners, Jonathans, Rome Beauties, and the best sellers of all are Spies, which are selling $2.50-2.75. Rome Beauties are bringing $2.25 per box. MacIntosh reds seem to be dead. Navel oranges have jumped to $7, and will be up $7.50 this week on account of scarcity. A car of grapefruit has come in, and is bringing $6 per case. Pears are off the market.

Cabbage, lb.	....	0 05
Cauliflower, Cal., doz.	....	2 25
Celery, Cal., crate 100 lbs.	....	6 25
Potatoes	1 25	1 50
Potatoes, sweet, hamper	....	5 50
Carrots, cwt.	....	2 50
Turnips, cwt.	....	1 50
Head lettuce, Cal., doz.	....	1 25
Head lettuce, Cal., case	....	4 00
Tomatoes, Cuban, 6-bkt. crate	....	8 00
Onions, Valencias, large case	....	6 50
Onions, yellow and red, cwt.	....	3 50
Parsley, imported, doz.	....	1 00
Parsnips, bag	....	4 00
Fruits—		
Apples, Nova Scotia, bbl.	....	6 25
Apples, Wash. Jonathans, box	....	2 25
Apples, Rome Beauties, box	....	2 25
Apples, Spies	2 50	2 75
Apples, Wagners	....	2 25
Oranges, navels	7 00	7 50
Lemons	....	9 00
Bananas, lb.	....	0 07
Grapefruit, Florida, case	5 00	6 00

Western Mills Flooded With Orders For Flour

Winnipeg.

FLOUR AND FEED.—The order from the Food Controller prohibiting mills from making standard patents has gone into effect, and on the evening of Jan. 26th they will stop making anything except standard straight grade flour. The public anticipated a shortage of the present patent flour and made every endeavor to secure large stocks. Millers express the opinion that it was unfortunate the Government did not order this change to go into effect at once, as it would have prevented hoarding. During the past week the mills have been simply flooded with business, and they are not pleased, as it means they will not have much to do next month; also it will take all the longer to get the people used to the new war flour. Rolled Oats—The same chaotic condition continues in this market as regards bulk rolled oats, and some very big advances have gone into effect on package oats. Purity oats are being quoted at $5.65 for family size. The Quaker Oats Co. are quoting the same price, while the Robin Hood Mills are quoting $5.75. The price formerly was $4.75, so that the advance in one case is $1 per case and in the others 90c per case. This advance is attributed to the scarcity of milling oats. As far as bulk oats is concerned, keen competition continues and prices vary from $4.10 to $4.75. Feeds—The situation continues the same: the mills have more orders than they can attempt to deliver with any despatch.

Flour—		
Best patents	....	11 00
Bakers	....	10 50
Clears	....	9 90
XXXX.	....	8 90
Cereals—		
Rolled oats, 80's	4 10	4 75
Rolled oats, pkgs., family size.	....	5 65
Cornmeal, 98's	....	6 15
Oatmeal, 98's	....	5 20
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 22.—There has been another reduction in the price of most sugars of 10c a hundredweight. Standard granulated is now $9.45 in bulk but it stays at $9.70 in sacks of 10, 18 and 20 pounds. As far as can be learned there has not been much stocking up of white flour here in view of the stoppage of its manufacture. Potatoes have dropped a dollar a ton all round. Oranges have made another advance and the smaller sizes are now $7. Lard by the tierce is back to 27c and shortening 26c. Butter from Australia has been put on the market at 52c a pound. This was imported some time ago but was held back because it could not be sold at a profit. Table butter prices now run 45, 48, 50, 52, there is practically no local butter and little Alberta now on the market. Eggs have dropped to 55c for fresh and 44 to 48c for storage now offering.

VANCOUVER, B.C.—		
Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, first patents, Manitoba, per bbl., in car lots	....	11 30
Rice, Siam, No. 1, per ton	....	135 00
Do., Siam, No. 2	....	110 00
Beans, Japanese, per lb	....	0 16
Beans, B.C., white	....	0 18
Potatoes, per ton	28 00	36 00
Lard, pure, in 400-lb. tierces, lb.	....	0 27
Butter, fresh made creamery, lb.	....	0 48
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Cheese, new, large, per lb	....	0 25
Oranges, box	4 75	7 00
Salmon—		
Sockeye, halves, flat case	...	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 18.—Fairy soap dropped from $8.50-$7.50 but there is also a cut on the size of the cake. Quaker oats advance 75c a case, shortening is 2c a pound higher. Wagstaffe's jams are higher, strawberry four's advance 7c a pail. Dromedary and Excelsior dates both show slight advances. Van Camp's soups are 10c a doz. cheaper on all varieties except tomato. Vinegar is expected to advance sharply any day. Japan rice is selling $9.50-$9.65. Lemons are at $9.50. New laid eggs are offering at 65c a dozen, number one storage at $13 to $13.50 a case.

CALGARY:		
Beans, small Burmah, lb.	....	0 11
Flour, No. 1 patents, 98s, per bbl.	....	11 00
Molasses, extra fancy, gal.	....	0 95
Rolled oats, 80s	....	4 75
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	....	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 30
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	16 80
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 65
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 75	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 50
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	40 00
Navel oranges, case	4 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 23.—Business in the section is reported very good. Margarine is selling at wholesale for 33c and is meeting with a fair reception. It is believed that butter is a little lower than it would have been but for the presence of margarine. Fruit jars are expected to be very high this season. Quaker and Robin Hood oats in tubes advanced to $5.65-$5.75 per case. A slight advance of 20c is also noted in Clark's pork and beans and potted meats.

REGINA—		
Beans, small white Japan, bu.	....	6 75
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 40
Rice, Siam, cwt.	....	8 40
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery, lb.	....	0 43
Lard, pure, 3s, per case	....	16 80
Bacon, smoked sides, lb.	....	0 32
Bacon, smoked backs, lb.	....	0 30
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 25

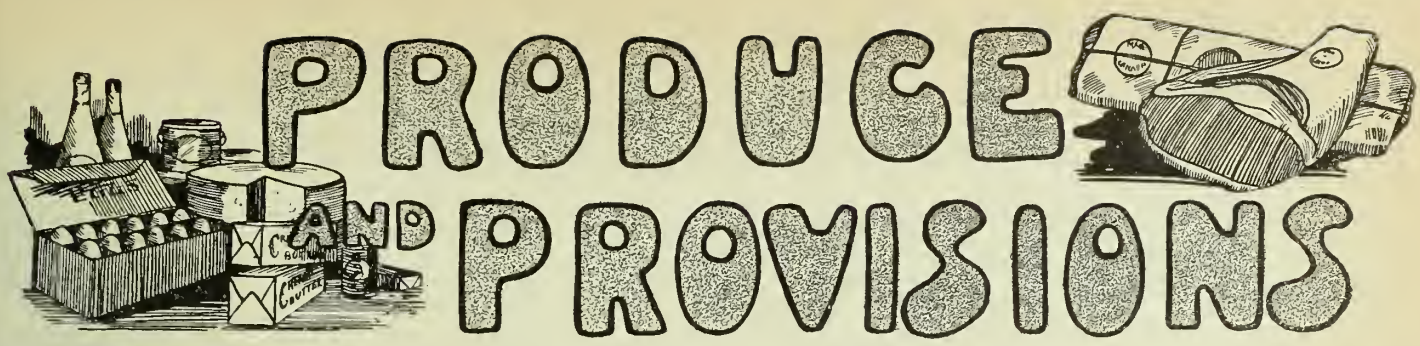
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 23.—The readjusted sugar prices for the New Year became effective on Jan. 17, and showed a material decline; granulated going to $8.60 and $8.65 and yellow to $8.10 and $8.15. Paris lumps are practically unobtainable. It is expected that these prices will remain in force for some time to come.

Rolled oats has shown another advance, being quoted $11.75 and the same is true of B.C. beans that have advanced to $9.75. Breakfast bacon is up a couple of cents, selling now 38-39c. Clark's corned beef is now quoted at $4.35 for one's. Cream of tartar is scarcer and is quoted 78-79c. There has been a firming tendency on Nova Scotia apples, and they are now selling as high as $6. Some stocks of lemons have arrived and they are now selling $7-$8.

ST. JOHN, N.B.		
Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 82	0 83
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white.	....	9 75
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case		0 46
Breakfast bacon	0 38	0 39
Butter, creamery, per lb.	0 42	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 33	0 35
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 26	0 26½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case	....	5 40
Peaches, 2s, Ontario, case	....	4 30
Corn, 2s, standard case	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	4 00	4 50
Strawberries, 2s, Ont., case	5 00	5 25
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 78	0 79
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon.	0 32	0 33
Apples, N.S., bbl.	2 50	6 00
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal. Messina, case	7 00	8 00
Oranges, California, case	6 00	7 50
Grapefruit, case	5 00	6 00



How Bacon Grades are Decided

Three Grades Are Decided by the Weight of the Carcase and the Manner in Which it is Trimmed—The Leaner Meats Form the Best Grade—The Heavy Weight Grades Much Cheaper in Price—Some Backs Prepared Like Bacon

IN the grading of pork products in the grocery trade, probably the matter of greatest importance is the selection of the different qualities for bacon. The grocer will quickly notice that even in the matter of breakfast bacon there is a very considerable difference when it comes to a matter of price. It is not improbable that some grocers have felt that there was a good deal of manipulation about these prices, for in the finished state these bacons do not vary to any marked degree in appearance.

This is a matter of importance to the grocer. If he does not know the reasons for these differences in price it will be difficult for him to convince his customers that such a difference actually does exist. It is of importance therefore for the merchant to know just why there should be several cents difference in the pound between the select grades and the second or third grades.

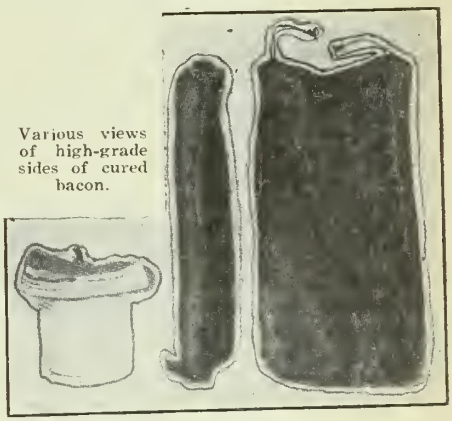
In the first place there is a difference in size, and this applies as well to the cutting as to the size of the animal. The ideal bacon hog is about 140 pounds and it is from carcases ranging around this figure that the first select bellies are used for the breakfast bacon. They must be entirely free from bruises. But this is not the only way in which they differ from other cuts. The accompanying illustration shows that one bacon side differs from another in a matter of size. This is not only a matter of difference in the size of the animal but also of the manner in which the trimming is done. When the belly is a prime one it will be trimmed down square for the best grade of bacon; the edges are removed and anything like rough meat taken off.

Select bellies weighing from 5 to 10 pounds, trimmed as described, go through as the fancy or select grade of breakfast bacon. They are carefully selected, dry cured in air-tight boxes and smoked lightly. The second grade includes bellies which may be too fat for fancy bacon or which lack the necessary firmness of flesh and thin smooth skin. They weigh eight to twelve pounds.

Inferior Grades and Their Market

The third grade is made from the wide-cut belly from carcases which are not so select as either of the other brands; this bacon is not trimmed closely and will weigh anywhere from 16 to 20 pounds. It is not treated with the special care that is given the fancy brands during the curing process and is therefore much cheaper in price.

There are also grades that are known as "dry salt bellies," and "sweet pickled bellies," the former are from heavier or poorer quality carcases and range anywhere from 10 to 45 pounds. The latter are cut down to approximately 14 pounds with the edges trimmed and packed, the same as sweet pickled hams, being sold as sweet pickled or smoked meats.

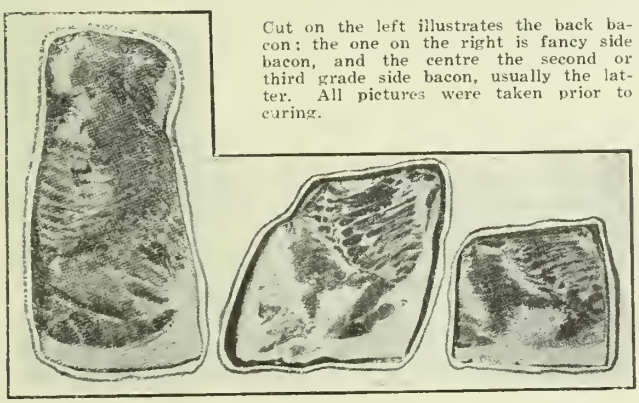


Various views of high-grade sides of cured bacon.

Preparing Sides

There are a number of other ways in which bellies are treated, but they do not directly interest the usual provision trade. There are a number of sides that are prepared for the trade, but they usually are for export or go to the construction and lumber camps.

The Wiltshire side has the ham left on and should be cut in one piece, it is for the export trade. Other sides have the ham removed, the shoulder being left on. In such cases as these, the Cumberland side is one of these, while the Yorkshire and some other sides have both the ham and shoulder removed. These are usually cut from medium to heavy packing hogs, heavier than the carcases from



Cut on the left illustrates the back bacon; the one on the right is fancy side bacon, and the centre the second or third grade side bacon, usually the latter. All pictures were taken prior to curing.

which the breakfast bacon bellies are cut.

The Loin Back

The breakfast bacon back or "loin back," usually ranges in weight from six to ten pounds, being of light weight and lean quality. They are sweet pickled and smoked. Backs are prepared in several other styles, but the bacon back is best known to the provision trade, and most of the other varieties are for export.

Loin rolls are sometimes offered to the trade. They usually weigh fifteen to twenty-two pounds, and are made by boning them completely, tying three together and preparing them by curing, sweet pickling and boiling. These usually go to the restaurant trade.

With this brief review of the better known grades of cured meats that will be presented to the trade, the produce merchant will be able to judge better what is the quality of the goods he is receiving, and just wherein comes the differences in prices that have often puzzled him in the past.

Splendid Food Value of Fresh Frozen Fish

Retailers Can Sell More of This if They Explain Values — Proper Way to Thaw Out and Prepare—Food Value Great When Costs Are Compared

THIS is the time of the year to make a study of that kind of fish which can best be sold and from which purchasers may secure the greatest food values. From December to March is the logical and the best time in which to stimulate sales of frozen fresh fish.

Frozen When Caught

It may be news to many that the large fish companies take special care in freezing fish very shortly after it is caught. Large cold storage plants are maintained at fishing points. Into these the fish are taken and frozen solid. In this way deterioration is absolutely avoided and the fish keeps well in this state. If there be a change in weather conditions, the temperature maintained in the storage plant is ample to keep the fish in prime condition. Then, if shipment be made, this is carried from one point to another in cold storage cars. The period required for first freezing the fish in the storage plants is about ten hours, after which time it is thoroughly frozen through.

How to Thaw the Fish

It is decidedly important that the fish be properly thawed out when it is wanted for use, and not before. And it is really up to the dealer to see that a woman purchasing frozen fish is properly informed as to how she must thaw it out before using.

Procure some very cold water—nearly freezing if possible—and into this place the fish. It will gradually thaw out and this takes all the frost out, leaving very little, if any water. It must not be left in the water longer than required to remove the frost. But in no case—positively never—must warm or hot water be used. It makes the flesh of the fish flabby and soft. When cold water is used it is stated that frozen fish is equal in every respect to freshly-caught, and that it is often superior. The fresh flavor and the solid texture is maintained fully, when the above simple rule is followed. Those who have experimented after the plan herewith presented have been delighted with the results obtained. Never place fish near the stove to thaw out.

How to Handle Fish

There are many dealers who might handle fish profitably, and the government is willing to co-operate with those who desire to add the line. Specially designed fish boxes are made, after a regulation size, and the government is willing to supply these to retail dealers at half price. When one of these boxes is procured it may be placed within the store, where convenient, or outside probably in some of the smaller towns. A few signs used with prices plainly shown would assist in the selling, and it is almost certain that a greater interest can be awakened. And at this particular season of the year it will be easy to keep the frozen varieties without fear of any loss.

Kinds Seasonable Now

Among the kinds of fish that can be sold profitably now are haddock, halibut, salmon, herring, smelts, lake trout, pike, dore and whitefish. All these are palatable and possess great food value. Owing to the great scarcity of halibut the price is high. But it is unnecessary to buy this, particularly as the food values of other fish are very high. If care be taken in preparation there are many other kinds of fish, aside from the halibut, among those already named, which will be found equally valuable in food units. And, in the matter of price, several of the foregoing varieties are only half as costly and some not more than three-fifths the price of the halibut.

The Brawny Scot

"Look at the brawny Scot from the northern part of that interesting island inhabited by him, and also at the stalwart Irishman of the northern part of Ireland," said a large fish dealer to CANADIAN GROCER. "There are no healthier specimens that I know of than these men are, and their food is largely composed of fish and potatoes." It is really possible for a far greater interest to be taken in the preparation of fish for our menus and with much advantage to our health. It is considered to be a perfect substitute for meat, and the cost is far less.

COLD STORAGE

Of the causes that go to increase the cost of living the effect of cold storage is the one least understood, and one concerning which misleading and mischief-working beliefs are most common, says "Ice," of Atlanta, Ga. Cold storage, under free competition, raises the price of the product stored, for storage extends the season of consumption and hence increases the total demand.

For illustration, the American turkey crop is just about sufficient to supply one or two birds a year to each household in the land. Now, turkey flesh is good food only for a month or two around Christmas, but since the perfection of cold storage December turkeys are carried over and served throughout the spring and summer to the first cabin steamship passengers and the patrons of swell hotels. Such added demand has resulted in the bidding up of the price of turkeys until a man of ordinary means must eat roast beef for Thanksgiving and boiled ham for Christmas.

In like manner spring eggs, summer chickens, fall apples and other varieties of produce, which formerly had a season of cheapness and a season when they could hardly be had at any price, are now available all the year round. But, because of the large demand that this continuous availability creates, at no time do such products reach their former low prices.

But such effects of cold storage cannot be considered a leading cause for the rise in the general cost of living, for out-of-season products should replace other food on the bill of fare, and in such cases cut down the price of the replaced articles, a thing the consumer seems to have difficulty in tracing when he consults his grocery bills.

The cold store is, in fact, a parallel of the railroad. The "freezer" raises the price of December turkeys by shipping them into May, just as the railroad raises the price of Florida oranges by shipping them into New York. Cold storage is the railroad of time. On the northwest coast of Japan are built immense mounds of snow covered with straw matting. The purpose of these mounds is to keep in cold storage, for consumption in summer, fish caught in the winter time.

Cold storage may be a hardship on poor folks who used to eat all the eggs they wanted in April and have turkey for Thanksgiving, but it is also hard on Georgia negroes to have a progressive watermelon buyer enter the neighborhood. Everybody knows that we would be cutting off our own noses to spite our own faces if we abolished the railroads, and when cold storage is properly understood it will be placed in the same class.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

THERE was a stronger feeling in the market for storage creamery butter during the week, with a better undertone to the market for dairy butter. Storage eggs were also in firmer market, with advances recorded in certain quarters. New-laid eggs are getting more plentiful, and the margin between new-laids and storage variety has narrowed during the week. Supplies of storage eggs in Canada will in all probability be cleaned up within a short period. Poultry arrivals were light and prices being paid by commission dealers were advanced.

In spite of the agitation on the part of the dairying interests for a higher price on cheese, there does not seem any immediate prospect of an advance being made. Shortening is still in light supply, but with the clearing of the transportation problem following the recent storms it is anticipated there will be a freer movement of cottonseed oil into the Canadian market. Prices on this commodity were firmly maintained during the week. Margarine is still in active demand, the dealers asserting the greatest difficulty at the present time is to get the supplies, as the United States has not been releasing this commodity in as large quantities as the local trade would like. Live hogs were in higher market during the week as a result of the tie-up in transportation facilities by the recent storm. With the clearing of the railway lines the arrival of hogs is now considerably improved. Business has been much better during the week owing to the clearing of the railway tracks.

Another Advance: Live Hogs $20.50

Montreal.

PROVISIONS.—All week there has been a very strong undertone to the market for live and dressed hogs. This is due, quite exclusively, to the general tie-up and congestion of traffic, and with continued severe weather conditions the prices have again advanced and as high as $20.50 per hundredweight has been reached. This, say the abbatoir men, will probably hold until there is real relief through better delivery. Sales are confined to small quantities in dressed hogs, and these will hold firmly at $27 to $27.50, and in some cases $28 per 100 lbs. are asked. The price of cured, salted and cooked meats is firmly held.

Hogs, dressed—		
Abbatoir killed	27 00	28 00
Hogs, live	....	20 50
Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	....	0 44
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 44	0 45
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Strong Undertone To Market For Lard

Montreal

LARD.—A strong tone is noticeable to the market for lard this week. Scarcity of hogs tends to a firming of the price and it is suggested that in view of all surrounding conditions, there will likely be a rising tendency in the near future. Prices ruling are still as quoted for last week and a steady and normal demand exists.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 28½	0 29½
Tubs, 60 lbs.	0 28¾	0 29½
Pails	0 29	0 30
Bricks, 1 lb., per lb.	0 29¾	0 31
Compound, prints	....	0 26
French, pure	....	0 31

Shortening Stock Light With Prices Maintained

Montreal.

SHORTENING.—There has been little change from that reported last week respecting deliveries of cottonseed oil. As a consequence of the continued short deliveries, there is little held here and the prices quoted, while the same as optaining for last week, are firmly held as follows:

Shortening—		
Tierces, 400 lbs., per lb	0 24½	0 25½
Tubs, 50 lbs.	0 24¾	0 25¼
Pails, 20 lbs., per lb	0 23¾	0 25
Bricks, 1 lb., per lb	0 25½	0 26¾

Poultry Demand Is Good, But Receipts Are Limited

Montreal.

POULTRY.—This is a good season for poultry and the demand has been brisk, particularly for chickens. Since the first of the year, receipts have been quite light and particularly so during the last ten days. It is practically impossible to send forward live poultry in such severe weather, and poultrymen will probably deliver more of the dressed variety on this account. There have been no changes for the week in prices, but the tendency is very firm, and especially so for the choicer grades of chickens, which are now in active demand.

Poultry—		Dressed
Old fowls	0 23	0 25
Chickens, crate fattened	0 28	0 30
Roasting chickens	0 26	0 28
Young ducks	0 27	0 28
Turkeys (old toms), lb.	0 32	0 34
Turkeys (young)	....	0 35
Geese	0 25	0 27

Scarcity Of Eggs; Higher Prices Asked

Montreal.

EGGS.—There are no eggs coming from the United States, owing to the embargo placed against their export. The spot stocks here are reported as much lighter and high prices are being offered by the jobbing and produce trade. One jobber told CANADIAN GROCER that he attended a sale last week when a full car lot of April eggs had sold for 48c per dozen. The new-laids are still very scarce and 70 to 75 cents per dozen is being asked. An advance of two cents per dozen on all grades excepting new laids has been made.

Eggs—		
New-laid (specials)	0 70	0 75
Selects	....	0 52
No. 1's	....	0 48
No. 2's	....	0 45
Fall eggs	0 56	0 58

A Few Lots Of Cheese Are Received; Trade Is Light

Montreal.

CHEESE.—The receipts of cheese are quite light as compared with those of a year ago. In fact the number of packages received is 395,000 short of the number received a year ago, as for the period between May 1st, 1917, and the end of last week. Shipments are still being made by the commission on the basis of the fixed price, while the local trade is small, and usually for limited sorting wants only.

Cheese—		
Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Margarine Receipts Light; Brisk Sales

Montreal.

MARGARINE.—Sales of margarine are reported to continue in a brisk market and the prices are held firmly. The opinion is expressed that there is much more butter being used in the manufacture of same than has been usual. One jobber states that he has been unable to get sufficient for his wants. Trans-

portation has been much interfered with and this has prevented the accumulation of any great stocks. Jobbers are of one mind in the matter of margarine having established itself quite firmly as a regular line. Prices are from 29½c to 32½c, according to quality.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 32½
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Sales Are Large, At Still Higher Prices

Montreal.

BUTTER. — The remarkably good market for butter and the activity characteristic of the past two weeks continues. Sales are being freely made at an advance of from one to two cents per lb. One jobber states that the demand for butter, as applied to the business of his firm, is larger than ever. This same jobber states that margarine may supplant dairy grades but that creamery will continue to sell well.

Butter—		
Creamery prints, storage	0 47	0 48
Creamery solids, storage	0 46½	0 48
Creamery prints (fresh made)	0 46	0 47
Creamery solids (fresh made)	0 43½	0 44
Dairy prints, choice	0 41	0 42
Dairy, in tubs, choice	0 35	0 39
Bakers', in tubs	0 32	0 38

Fish Market Active; Prices Maintained

Montreal

FISH.—The demand for fish continues very active and supplies are going forward promptly. Prices are firm and there are some higher tendencies in one or two lines. Fillet haddies are up to 20c per lb. Lobsters are quoted up 5c per pound making the price 50c. Fresh haddock is a cent higher at 9 to 10c per pound. Fresh frozen haddock is quoted 8 to 9c per pound. This latter is stated to have sold as high as 16c per pound in Boston the past week and is indicative of firm tendencies on the United States markets. Oysters beds are still frozen over and the deliveries of fresh oysters are practically cut off. Jobbers are of the opinion that some lines of frozen fish will be exhausted before the season is over.

SMOKED FISH.		
Haddies	0 15	0 16
Haddies, fillet	....	0 20
Smoked herrings (med.), per box	....	0 20
Bloaters, per box 60/100	....	1 50
Kippers, per box 40/50	....	2 40
SALTED AND PICKLED FISH		
Herring (Labrador), per bbl.		$12 50
Salmon (Labrador), per bbl.		23 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.		18 00
Green Cod, No. 1, per bbl.		15 50
Green Cod (large bbl.)		16 50
Mackerel, No. 1, per bbl.		22 00
Codfish (Skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box		2 25
SHRIMPS LOBSTERS		
Lobsters, medium and large, lb.		0 50
Prawns, lb.		0 30
Shrimps, lb.		0 28
Scallops		4 00
FRESH FROZEN SEA FISH		
Halibut	21	22
Haddock, lb.	08	09
Mackerel	13	14
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 25	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10½	0 11
Perch	....	0 13
Whitefish, lb.	0 15	0 16
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 15	0 16
Smelts, No. 1	....	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	....	2 50
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 09½	0 10
Market Cod	0 07	0 08
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 18	0 20
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	....	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 15	0 16
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18

Live Hogs Up; Pork Is Higher

Toronto.

PROVISIONS.—There was a firmer market for live hogs during the week and prices advanced 50c per hundred, making the quotation at the time of writing for hogs on fed and watered basis of $19.50 per hundred pounds. Bacon held in steady position, but the price of pickled rolls in barrels was higher by $1 per barrel in some quarters, making the range of the various grades $52 to $56 per barrel. Demand for meats has been fair to good, with an evident increasing interest.

Hams—		
Medium	0 31	0 33
Large, per lb.	0 26½	0 30
Backs—		
Plain	0 39	0 44
Boneless, per lb.	0 42	0 49
Bacon—		
Breakfast, per lb.	0 37	0 39
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 39
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 43½	0 46
Hams, roast, without dressing, per lb.	0 45	0 50
Shoulders, roast, without dressing, per lb.	0 38½	0 47
Barrel Pork—		
Mess pork, 200 lbs.	....	55 00
Short cut backs, bbl., 200 lbs.	59 00	60 00
Pickled rolls, bbl., 200 lbs.	52 00	56 00
Hogs—		
Dressed, abattoir killed	27 00	30 00
Live, off cars	....	19 75
Live, fed and watered	....	19 50
Live, f.o.b.	19 00	19 10

Margarine Supplies Not Released Fast Enough

Toronto.

MARGARINE.—Commission men assert the interest and demand for margarine is just as keen as ever. The main trouble at the present time is to get sufficient supplies to take care of the needs of the trade.

Margarine—		
1-lb. prints, No. 1	$0 32	$....
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Cottonseed Oil Not Yet Abundant

Toronto.

SHORTENING.—There is a more hopeful feeling on the part of manufacturers of shortening that supplies of cottonseed oil will be forthcoming in the near future. It is a question of transportation at the present time, as fairly good stocks have been released by the United States Government, and it becomes a question of getting them forward. Supplies locally are rather light at the present time. In one instance the price of shortening was ¼c per pound higher on the tierce basis, the range of prices being from 25c to 25½c tierce basis, Toronto.

Shortening, tierces, 400 lbs., lb.	0 25	0 25½

In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Usual After-Holiday Quiet Did Not Come

Toronto.

LARD.—Conditions in the lard market have been a little unusual since the beginning of the new year in that the demand has kept up in a steady way following the holiday period. In other years it has been the usual condition to have a falling off in trade following the heavy consumption during the holiday period. But this condition was largely eliminated through the hand-to-mouth buying that has preceded and followed the holiday season. There is an active market at the present time, which prevents the accumulation of stocks. Prices were maintained on the basis of 28½c to 29c tierce basis.

Lard—		
Lard, pure tierces, 400 lbs., lb.	0 28½	0 29

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Dairy Butter Regains Measure of Firmness

Toronto

BUTTER.—There was a better feeling in the market for dairy butter during the week and a measure of firmness returned following the groggy condition occasioned through the coming of margarine. While prices did not advance, the tone of this commodity was decidedly better. Storage butter was also in firmer trend, and in this commodity an advance of 1c per pound was recorded. Storage prints are quoted at 48c to 49c per pound and storage solids at 46c to 47c. There is a good demand for butter of all kinds in spite of the good sale of margarine.

Creamery prints, fresh made	....	0 50
Creamery solids, fresh made	....	0 48
Creamery prints, storage	0 48	0 49
Creamery solids, storage	0 46	0 47
Dairy prints, lb.	0 33	0 35
Dairy prints, choice, lb.	0 38	0 40

Storage Eggs Dwindling; Fresh Egg Prices Down

Toronto.

EGGS.—Stocks of storage eggs continue to dwindle and the time is fast approaching when supplies will be exhausted. Prices were higher by 1c to 2c per dozen this week, selects being quoted at 52c to 53c per dozen and No. 1 at 49c to 50c. With the better supply of new-laid eggs there is a narrowing of the margin between the two varieties. New-laids were quoted down during the week at 60c to 65c per dozen. The egg market in the United States continues at a high level, making stocks beyond the import basis when compared with prices of Canadian product in this market. Demand for eggs is good.

Eggs—		
New-laids, in cartons	0 65	0 70
Storage selects, ex-cartons	0 52	0 53
Storage, No. 1, ex-cartons	0 49	0 50

Cheese One of Cheap Foods at Present Time

Toronto.

CHEESE.—Commission men point out that comparatively cheese is one of the cheapest food products on the market at the present. In spite of the advances in nearly every food commodity during the past year the price has remained stationary on the basis of 21¾c, the price paid by the Cheese Purchasing Commission. While the dairymen of the province have been asserting vehemently that they think the price of cheese should be increased, it would seem that there is not very much chance of such an event taking place. Assertions were made at their convention that more money has been made during the past year by the farmers from their milk than ever before, and this would seem to be a determining factor to prevent the raising of the price.

Cheese—		
New, large	0 22½	0 23½
Old, large	0 23	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Scarce and Prices Go Up

Toronto.

POULTRY. — With a scarcity of poultry reaching the local market commission men were inclined to raise their ideas and higher prices were consequently paid in some quarters during the week. There is a moderate demand for poultry of all kinds from the hotels and restaurants, the principal demand being for turkeys and chickens. Geese and ducks were advanced 2c per pound; geese were up 3c per pound; roosters were up 4c per pound; while hens and chickens were up 2c to 3c per pound in some quarters in amount being offered. Following are the quotations:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 15- 0 16	0 18- 0 24
Turkeys	0 25- 0 27	0 32- 0 35
Roosters	0 18- 0 20	....- 0 22
Hens, over 5 lbs.	0 26- 0 27	0 26- 0 27
Hens, under 5 lbs.	0 22- 0 23	....- 0 22
Chickens, 4 lbs. and up	....- 0 25	0 27- 0 28
Chickens, under 4 lbs.	0 23- 0 25	0 25- 0 27
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	$0 25-$0 28
Ducks	0 27- 0 30
Chickens	0 28- 0 30
Do., milk-fed	....- 0 33
Turkeys	....- 0 40
Geese	....- 0 27

Sale Of Fish Is Greater Than Ever

Toronto.

FISH, OYSTERS.—Transportation on the railways is a retarding factor. Prices were steady during the week in most instances. Quotations on flounders were down 2c per pound in some quarters at 6c per pound. Pike were up ½c per pound. Frozen whitefish were down ½c per pound in some quarters. Tullibees were in the market and were quoted at 9c to 10½c per pound. Quail on toast is being quoted at 13c per pound and skinless cod at 11c per pound. Oysters are in fairly good demand, but difficulty is still being experienced in getting supplies owing to the severity of conditions at coast points.

SMOKED FISH.		
Haddies, per lb., new cured	....	0 14
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb	0 16	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 00
Digby herring, skinless, 10-lb.	....	2 25
Salmon snacks, 10-lb. boxes, lb.	....	0 22
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	....	4 50
Strip cod, lb.	....	0 12
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb.	....	0 11
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs	2 40	2 50
Labrador salt herring, barrels	10 50	10 75
Do., half barrels	5 25	5 50
Herring, pickled, keg 100 lbs.	5 10	6 00
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	....	0 13
Do., red spring	....	0 23
Do., Cohoe	....	0 20
Do., White, spring	0 14	0 14½
Haddock, headless and dressed, lb.	0 08	0 09
Herrings, frozen	0 05	0 06
Steak, cod, headless and dressed, lb.	0 08	0 09
Haddock, heads on, lb.	0 07½	0 10
Cod, market, heads on, lb.	0 07½	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	....	0 06
Tullibees, lb.	0 09½	0 10
Smelts, extras, lb.	0 20	0 22
Do., No. 1, lb.	0 15	0 17
Do., No. 2, lb.	0 09	0 10
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	0 05
Herring, Lake Erie, pan frozen	0 07½	0 08
Pike, lb.	0 09½	0 10
Whitefish, frozen	0 12	0 12½
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	....	0 06
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	12 00	15 00
Shell oysters, bbl.	....	10 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Record Hog Market; Prices Now Declining

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market advanced last week from $18.25 to $19, and this was attributed by the trade partly to a severe storm in the East curtailing deliveries, and to Eastern packers coming on to our market. This price therefore is considered only temporary, and already the market has receded considerably. There should be a further reduction this week. Provision prices are all firm and local demand is good. Eggs—Local demand is good, and prices remain steady. There have been quite a few cars shipped out of the province. Butter—Creamery butter is very firm with active buying from Eastern Canada. Storage stocks are considered relatively light, and further advances are expected. Dairy Butter—There has been quite an active demand for packing stock butter for export, and price remains firm.

Hams—		
Light, lb.	....	0 33
Medium, per lb.	....	0 32
Heavy, per lb.	....	0 30
Bacon		
Breakfast, per lb.	0 38	0 39
Breakfast, select, lb.	0 42	0 44
Backs, regular	....	0 42
Backs, select	....	0 45
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 27
20s	....	5 30
Cases, 5s	....	17 05
Cases, 3s	....	17 10
Shortening—		
Tierces	....	0 23¾
Tubs, 50s, net	....	12 00
Pails, 20s, net	....	5 05
Fresh Eggs—		
No. 1 candled	0 40	00 42
Select	....	0 45
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	....	0 44
Dairy, prints	....	0 40
Dairy, regular run	....	0 36
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 28

Shortening Now 23¾c; Expected To Go Higher

Winnipeg.

LARD AND SHORTENING.—The local market has been ruling comparatively low, and it would not be surprising to see further advances. There has been some outside demand for carloads, and the quality of the hog being marketed is not a large yielding type. The shortening market has advanced to 23¾c, and it would not be surprising to see further advances in view of the difficulty of getting cotton seed oil, and advances in the price of cattle.

Margarine Repeat Orders Coming In Satisfactorily

Winnipeg.

MARGARINE.—The repeat business has begun to come in on margarine surprisingly well. Every one agrees that at first the consuming public were diffident, and the line did not catch on. Some of the largest retailers in Winnipeg would not adopt it, stating they would not do so until they got enquiries.

Sell

Jersey Farm Sausage

—the line that will measure up to your expectations in quick sales and satisfied customers.

Maciver Bros. Co., Keating St., Toronto

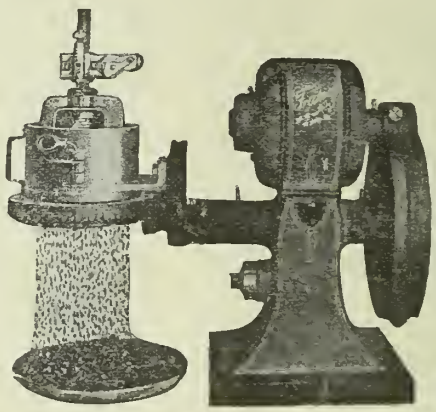
Lard

Butter is advancing in price and will be higher owing to shortage of milk supplies. We can sell you finest Lard in all the usual styles of packages—from one-pound cartons to sixty-pound tubs.

F. W. FEARMAN CO.
Limited
HAMILTON

WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited
HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

COMING—This Week!

GOOD NEWS! Our Shippers, Wilson & Co. of Chicago, have written us, early this week, stating that they have secured the necessary export license from the United States Government permitting the shipment of Oleomargarine into Canada, and that already several carloads of

"Majestic," "Laurel," and "Diamond A" Brands

OLEOMARGARINE

are on their way to us. They are due to arrive some time **this week**, so that we shall now be in a position to fill all orders promptly. We invite all our customers to let us know their requirements at once, and we will lose no time in making shipments. We do not anticipate any delay from now on in the matter of filling orders as they come in, and we regret very much that our customers have been kept waiting owing to conditions we were quite unable to control. From now on we anticipate no further trouble as to shipments.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Brunswick Brand

—the Sea Foods that sell

They sell because their excellent good qualities commend them to all lovers of delicious, wholesome sea foods.

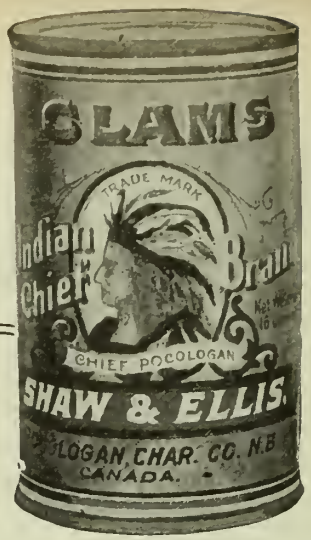
A good display of Brunswick Brand will connect you with the fish demand that is growing steadily. Order a supply from the list below and let your customers know you sell Brunswick Brand Sea Foods.

Stock from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.



Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

IT will pay you, as a distributor of food products, to specially recommend to your customers those goods which will give them the most food value for the money they spend.

No other product on the market will do such ample justice to your recommendation as Bowes Peanut Butter.

PUSH IT—PROFIT BY IT.

IS IT A GOOD MAN YOU WANT?

WISHING and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money, perhaps a cranky boss, perhaps climate, perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

OUR part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 5,000 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 5,000 is enough.

Rate is two cents per word first insertion; one cent per word each subsequent insertion, and five cents extra per insertion for Box No. in our care. Numbers count as words. Use a box number if you prefer. Send remittances with advertisement. Make advertisements brief as a telegram.

Address to:

Canadian Grocer Want Ads.
143-153 University Avenue
Toronto

Spiers was licked!

WHEN Spiers, representing Cotton & Co., called on a certain Canadian retailer to solicit business, he was asked—"Why doesn't your firm advertise in DRY GOODS REVIEW, my business paper?" And Spiers replied, "My firm doesn't believe in trade newspaper advertising." Said the retailer—"Then I don't want to do business with your firm. Your firm may not believe in advertising, but I do, and I'm the man to be considered if you want my business."

The Retailer had a good deal to say to Spiers. Boiled down, it was:

"Your firm insults my intelligence. I pay $2 a year to have DRY GOODS REVIEW. It is the best newspaper. from a business point of view, that comes to me.

"I read the advertisements in it. They have a news value to me, and I am their debtor in many ways. Since war broke out, and goods have become scarce, I've sent mail-orders to a number of these firms. Travellers don't call on me as frequently as formerly. I suppose there are fewer of them, and I know its harder to get to me. since mine is a general store, off the main line. I want the advertisements of firms with goods to sell, and I want them published in DRY GOODS REVIEW. I don't want stuff sent me in an envelope through the mail.

"That's expensive for one thing; and it's a nuisance for another. I want a business firm's proposals to me in the newspaper I take home with me, and where I can always find it when I want to refer to it.

"When your firm says it doesn't believe in trade newspaper advertising. I have to regard it as a back-number firm in other ways. Probably it doesn't believe in adjusting complaints, or in giving me the sort of service I want and insist on having. I'm afraid of your firm, Spiers; and there are always other firms keener to do business with me than Cotton & Co. are. If you want to sell me, Spiers, link up with a house that gives me the information I want and in the way I want it."

Spiers is of that type of traveller who thinks that trade newspaper advertising is his competitor, not his assistant. He wants *all* the credit for orders secured. He thinks that he can command more money, in the way of salary. when his solicitations and successes are not contributed to in any way by trade newspaper advertising. He is somewhat like the manager who wants to do all the detail work himself, who is afraid to hire a good man for fear he will supersede him.

* * *

If this little story of Spiers and Cotton & Co. has any truth and point in it, it means that the following retailers' newspapers are worth considering as trade-influencers.

	Frequency.	Minimum Page Rate	Yearly cost Page every issue
DRY GOODS REVIEW.....	Monthly	$35	$ 420
MEN'S WEAR REVIEW	"	30	360
BOOKSELLER & STATIONER	"	25	300
SANITARY ENGINEER.....	Semi-monthly	16.70	400.80
CANADIAN GROCER	Weekly	24	1,248
HARDWARE & METAL.....	"	24	1,248

Breaking down the resistance of retail buyers by warm-hearted proposal-full communications addressed to them in page spaces in their business newspaper is cheap, when results are considered, at a yearly cost of $300-$1200. The amount to spend per annum depends (1) on the number and accessibility of your actual and potential customers; (2) on the number of your travellers; (3) on the frequency of their calls; (4) on the volume of your annual sales; and (5) on the nature and extent of your opposition (competitors).

If you will permit us to work out a definite proposal for submission on its merits framed in the light of the five factors noted above, please write us without fear that you compromise your fullest liberty of action and decision.

The MacLean Publishing Company, Limited

Toronto, Canada

Also at Montreal Winnipeg New York Chicago Boston and London, Eng.

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.) HAMILTON

Rice on spot is scarce and we believe prices will be considerably higher. We have excellent values in Carolinas, Japans and Siam. Telephone us when wanting goods in a hurry.

Buy Pork and Beans for an advance. BRISTOL, SOMERVILLE & CO.

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King

EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W. MONTREAL

Do not place your order for Canning Boxes until you have our prices

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

"McCASKEY" ACCOUNT SYSTEMS

For Every Business.

Send for booklet—

"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue

TORONTO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1 00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.

TORONTO

Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word each subsequent insertion; five cents extra per insertion for Box. No. Payable in advance.

ADDRESS

THE CANADIAN GROCER - 143-153 UNIVERSITY AVE., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Generally recognized

as the ideal temperance drink Marsh's Grape Juice should always be in the front of your displays.

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Size.	Less than 10-case lots Per doz.
Dime	$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2½-lb.	12 85
5-lb.	24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS.

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz.; 3's, Plain Tall, $2.75 doz.; 3's, Tomato Sauce, $3.20 doz.; 3's, Chili Sauce, $3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $10.25 doz.

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE.

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90

Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 80

Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes,	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade.

Send for your copy TO-DAY. The supply is limited.

The MacLean Publishing Co., Limited
153 UNIVERSITY AVENUE, TORONTO

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BALED STRAW

Where in the Eastern Provinces can I buy baled straw?—Sheffield Mills, N.S.

Ans.—Omar Pilon, Valleyfield, Que., will no doubt be able to supply you.

ICE CREAM PLANT

Can you give me the name of some firm where I could obtain an up-to-date ice cream plant?—Alma, N.B.

Ans.—Messrs. Fletcher Mfg. Co., Hayter St., Toronto, are dealers in this line.

MARGARINE AND COLORING MATTER.

Is it lawful for a merchant selling margarine to offer for sale in the same store butter color; also can margarine be wrapped in plain paper before being handed to customer?—Cardinal, Ont.

Ans.—No man who sells margarine can sell coloring matter for margarine on same premises. He is liable to a fine if he does. He can wrap margarine in plain paper providing original seals are not broken.

WHITE STAR PRODUCTS.

Please give me name of handlers or manufacturers of White Star Brand products.—Toronto.

Ans.—Messrs. MacDonald, Chapman, Ltd., Winnipeg, handle White Star Brand products.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

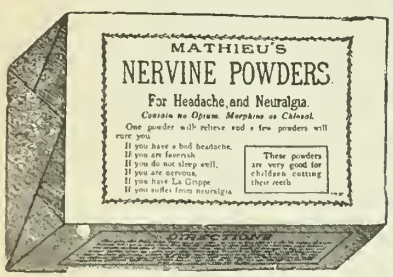
Address.....

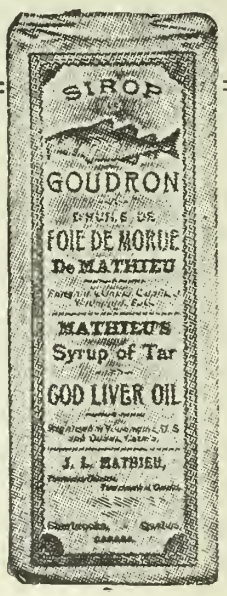
Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Mathieu's "Nervine Powders" and "Syrup of Tar"


MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia.
Contains no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish
If you do not sleep well,
If you are nervous,
If you have La Grippe
If you suffer from neuralgia
These powders are very good for children cutting their teeth



—two excellent health-sustaining lines that any good grocer will find worth displaying.

The "Nervine" Powders are a sure remedy for Neuralgia, Headaches, Sleeplessness and other nerve attacks. Syrup of Tar is a splendid preventive of La Grippe, Pneumonia and kindred cold weather complaints.

Stock them now and recommend them always.

J. L. Mathieu Co.

PROPRIETORS

Sherbrooke, Quebec

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 76
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 60
Peerless Brand, Family, each 48 cans	6 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	6 76
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	6 76
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	6 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 76
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35

W. CLARK, LIMITED MONTREAL

Assorted meats, 1s, *$4.25.

Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$76.

Lunch Ham—1s, *$4.25; 2s, $8.

Ready Lunch Beef—1s, *$4.25; 2s, $9.

English Brawn—½s, $2.50; 1s, $3.60; 2s, $8.50.

Boneless Pigs' Feet—½s, $2.60; 1s, $3.50; 2s, $8.50.

Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.76.

Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.

Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.

Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.60.

Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.

Cambridge Sausage, 1s, $4; 2s, $8.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.

Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.60.

Tongue, Ham and Veal Pate, ½s, $1.95.

Ham and Veal Pate—½s, $1.95.

Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.

Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $16.50; 2½s, $17.60; 3s, $19.00; 3½s, $20.50; 6s, $45.00.

Ox Tongues, glass, 1½s, $14; 2s, $17.

Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 6 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.

Clark's Peanut Butter—Glass Jar. ¼, $1.22; ½, $1.70; 1, $2.25.

Clark's Peanut Butter—Pails, 6 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.

Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.

Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.16; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.

Pork and Beans, Tomato Sauce, blue label), Talls, 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Individuals, 95c doz.

Pork and Beans, Chili (red and gold label), 1s, $1.25; 1½s, $1.86; 2s, tall, $2; 3s, flat, $2.90.

Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.

Clark's Chateau Chicken Soup, $1.75.

Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
1 doz. per case, at $10.00; 10-oz. bottles, $5.00.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.

Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.

Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.

Canadian Boiled Dinner, 1s, $2.50.

English Plum Puddings, 1s, 2s.

Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.

Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.

Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.

Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.

Geneva Sausage—1s, $4.25; 2s, $8.25.

Roast Mutton—1s, 2s, 6s.

Boiled Mutton—1s, 2s, 6s.

Cooked Trine—1s, $2.50; 2s, $4.25.

Stewed Ox Tail—1s, $2.50; 2s, $4.50.

Stewed Kidney—1s, $4.00; 2s, $7.00.

Minced Collops—½s, $2.00; 1s, $3.25; 2s, $6.00.

Sausage Meat—1s, $3.50; 2s, $5.50.

Jellied Hocks—2s, $3.00; 6s, $25.00.

Irish Stew—1s, $3.50; 2s, $5.50.

Boneless Chicken—½s, $6.00; 1s, $9.00.

Lunch Tongue—½s, 1s, 2s.

Tongue, Lunch—1s.

Chateau Brand Pork and Beans—1s, $1.60; 2s, $2.30; 3s, $3.50.
Tomato Sauce, individual, $1.00; Plain Sauce, individual 95c; 1s, $1.50; 2s, $2.05; 3s, $3.25.

Smoked Geneva Sausage—1½s, $1.95.

Pate de Foie—¼s, 65c; 1½s, $1.30.

Lunch Tongue, in glass, 1s.

Mincemeat, in glass—1s, $3.26.

Brisket Beef, in glass—1s.

Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 85
D. S. F., ½-lb.	3 60
D. S. F., 1-lb.	6 80
F. D., ¼-lb.	1 15
	Per jar
Durham, 4-lb. jar, each	1 30
Durham, 1-lb. jar, each	0 37

ROYAL BAKING POWDER

Pleases Customers

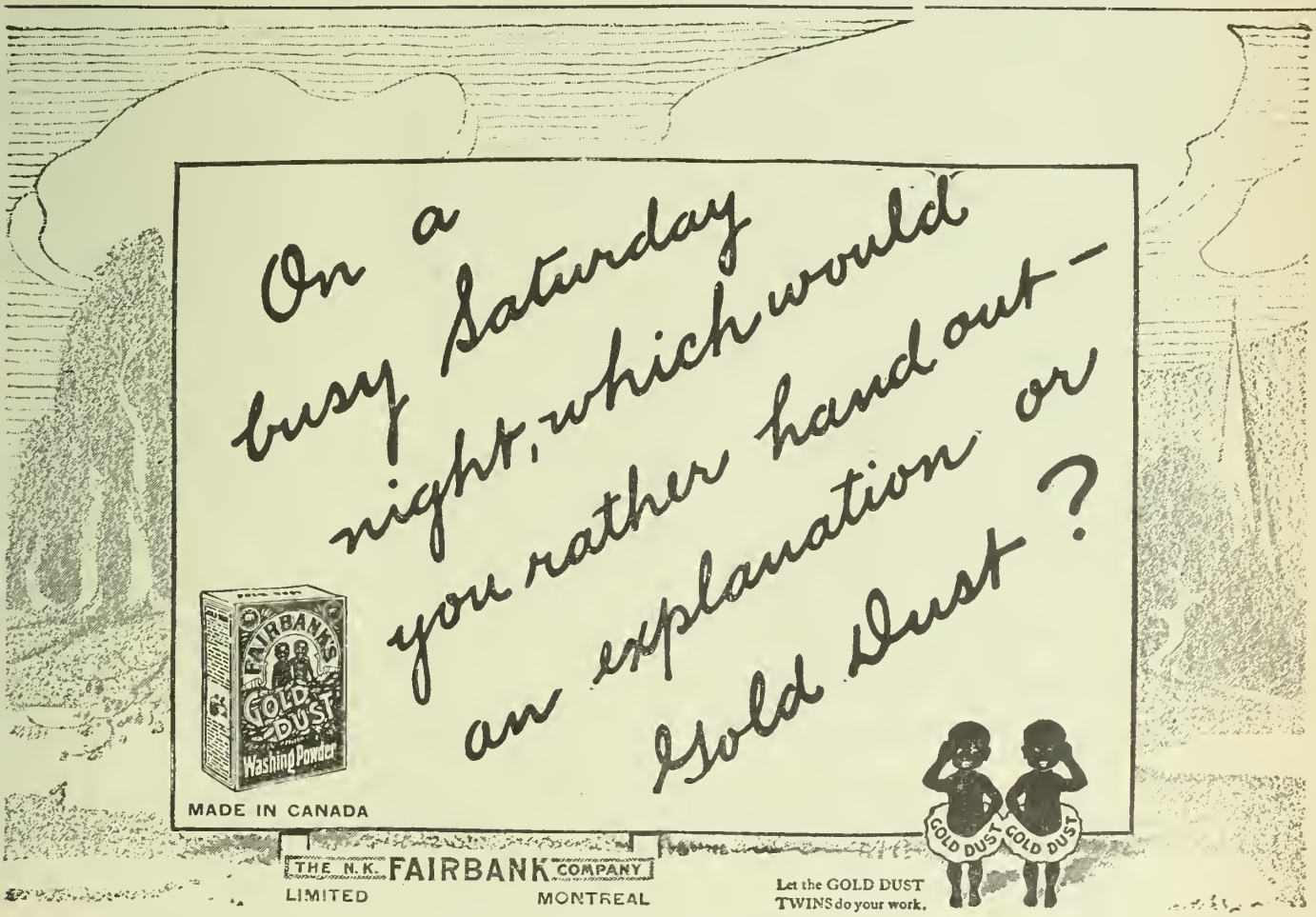
Millions of families Use ROYAL exclusively and always find it satisfactory

Pays Grocers

Thousands of grocers Sell ROYAL steadily and never find it dead stock

Unquestioned merit, persistent advertising and wide use have firmly established ROYAL as the "Absolutely Pure" high grade standard baking powder

Made in Canada *Contains No Alum*


On a busy Saturday night, which would you rather hand out — an explanation or Gold Dust?
FAIRBANKS GOLD DUST Washing Powder
MADE IN CANADA
THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL
GOLD DUST GOLD DUST
Let the GOLD DUST TWINS do your work.

If any advertisement interests you, tear it out now and place with letters to be answered.

There's Always a Demand for Articles of Real Merit

You never hesitate to buy what you know will sell. Whatever there is a demand for, there is money in supplying. Many grocers are making extra profits every day, from their sales of

Sunset Soap Dyes

an article of real merit which women are ready to buy, because these wonderful home dyes provide them the way to re-color old materials at small cost, and little trouble.

Unlike old-style dyes, Sunset Soap Dyes are cleanly to use, do not stain the hands nor ruin utensils. The colors are brilliant and lasting. These dyes retail at a popular price and give you a liberal margin of profit. You can order with confidence, for they are quick sellers.

For prices and trade discounts write—

Canadian Distributors:

HAROLD F. RITCHIE & COMPANY LIMITED

TORONTO : ONTARIO

Manufactured by

SUNSET SOAP DYE CO., Inc.

NEW ROCHELLE, NEW YORK

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00	$4 20
Lemon, 2 dozen		2 10
Orange, 2 dozen		2 10
Raspberry, 2 dozen		2 10
Strawberry, 2 dozen		2 10
Chocolate, 2 dozen		2 10
Peach, 2 dozen		2 10
Cherry, 2 dozen		2 10
Vanilla, 2 dozen		2 10

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18
(20 lb. boxes ¼c higher).	

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches—	
Canada Laundry	0.10½
Boxes about 40 lbs	0.10¾
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0.11
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	0.11½
Barrels, 200 lbs.	0.11
Kegs, 100 lbs.	0.11
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0.13½
Kegs, extra large crystals, 100 lbs.	0.11½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.50
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	0.10
Benson's Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	0.11
Casco Refined Potato Flour	
1-lb. pkts, 20-lb boxes	.18
(20-lb. boxes ¼c higher than 40's except Potato Flour).	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90
(Prices in Maritime Provinces 10c per case higher).	
Barrels, about 700 lbs	$0.07
Half bbls., about 350 lbs	0.07¼
¼ bbls., about 175 lbs	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case.	5.45
20-lb. tins, ¼ doz. in case.	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs	6 50
½ barrels, per 100 lbs	7 00

INFANTS' FOOD MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 1-14s, lb	$ 0 65
Bobs, ⅛s	0 64
Currency, 1-9s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies	0 70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. glass humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, ½ butts, 10 lb. boxes	0 74
Derby 8s, ½ butts, 8 lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6s	0 80
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes	0 72
Walnut, 9s	0 70

ORANGES

After serious delays, we are now in receipt of several cars

Navel and Florida Oranges

and can supply the trade with what they require.

Cars of Celery, Cauliflower, Cabbage, Sweet Potatoes, now arriving.

Onions, good supplies Spanish and Domestic.

ORDERS SOLICITED

WHITE & CO., LIMITED

Wholesale Fruits and Fish TORONTO

FISH

Lake Superior Herring in kegs half-kegs and pails.

APPLES

Nova Scotia stock and Georgian Bay brand, Ontario stock.

Write us to-day

Lemon Bros.
OWEN SOUND, ONT.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

Send Us That Photograph

The CANADIAN GROCER is published in the interests of the Grocery Trade from coast to coast. It is the effort of those charged with its production to make its contents of use and interest to every one of its numerous subscribers. You can help us in this matter if you will.

There are photos of window displays, or store interior that you might send us.

There are suggestions on selling methods, and novelties in display, that would be of interest to all our readers.

Will you help us to make this paper an even greater success by assisting us in these ways with pictures and suggestions?

In sending in picture of a window display, tell us about how it sold the goods.

The Editor, Canadian Grocer

143-153 University Ave., Toronto, Ontario

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY, FLOUR AND FEED BUSIness, stock and buildings, in thriving town; reasons for selling, ill health; apply Box 619, Tottenham, Ont.

FOR SALE — Solid brick store and dwelling, with good grocery business, shelves, counters go with store, owner leaving city needs the money, price $4,700, $1,000 cash. Apply L. Dodson, 375 Sammen Ave. Danforth Car to Cedarvale Ave.

FIRST-CLASS CONFECTIONERY BUSINESS for sale—doing good trade; fifteen years in business; in good location, Queen Street east; owner retiring. E. Frisby, 29 Brooklyn Avenue, Toronto.

GENERAL STORE BUSINESS FOR SALE AS a going concern carrying a stock of $25,000, and doing a good business, situated in a thriving village in Western Ontario; good brick building also for sale, or to rent; best reasons for selling; owner will leave $10,000 in the business at 6% interest. Apply, Box 276, Canadian Grocer.

GROCERY BUSINESS, TORONTO, FIVE thousand dollars, doing fifty thousand yearly; established 20 years. Genuine paying business. Apply, Box 275, Canadian Grocer.

GROCERY BUSINESS FOR SALE — GOOD live eastern city. Stock and fixtures about $2,000. For further particulars apply Box 273, Canadian Grocer.

ELZEAR TURCOTTE'S LARGEST GROCERY store in Quebec City, is offered for sale or to rent from 1st May next. Here is an opportunity for a hustler with a small capital of $5,000.00. All inquiries answered willingly.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

POSITION WANTED

YOUNG MARRIED MAN WITH 15 YEARS' retail experience, desires position as traveller with good wholesale or specialty house. Highest references. Box 272, Canadian Grocer.

MARRIED MAN, 20 YEARS' EXPERIENCE IN groceries, open for position as manager or buyer, thoroughly competent. Apply Box 271, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

LINES WANTED

A RELIABLE SALESMAN HAVING A GOOD connection with the grocery trade, is open for a first-class grocers' specialty line for British Columbia and Alberta. Apply Box 270, Canadian Grocer.

FIXTURES WANTED

WANTED — A USED DISPLAY REFRIGERAtor for meats—must be up-to-date and a bargain. J. A. Mulligan, Wardsville, Ont.

POSITION WANTED

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

AGENCIES WANTED

ON ACCOUNT OF PROHIBITION COMING into force on the 1st May I have had to relinquish several good liquor agencies, and am now open for some new agencies. Anything to sell the Wholesale Provision Merchants and Wholesale and Retail Grocers. Albert Dunn, 17 Sault-au-Matelot Street, Quebec.

FOR SALE

A DAYTON MEAT SLICING MACHINE IN good order, cost $125, for $75 f.o.b. car. Gilbert's Grocery, Kingston, Ont.

2 SOLID OAK COUNTERS, WITH TILTING bins in back, each 20' x 2'6"; 1 oak silent salesman show case 6' x 23" wide x 40" high; 1 wall fixture, with 4 rows adjustable shelving and with tilting bins in bottom 54' long x 13" wide x 7' 8" high; oak wall case 21' long x 18" wide x 9' high, large mirror in centre 4' square; 1 enamel oyster cabinet; 1 5-gal. orangeade stand. Will sell at a sacrifice, for quick sale, as proprietor has to report for military service on Jan. 28th. Apply to P.O. Box 363, Stratford.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

FIXTURES FOR SALE

EUREKA REFRIGERATOR COUNTER, SHERer Counter, Brantford Meat Slicer, Brantford Scale, National Cash Register, etc. All practically new. Going out of business. For particulars and prices, write John Karley & Son, Sydenham, Ont.

Buyers' Guide

FOR SALE

Fresh Dressed Poultry
Selected Fresh and Storage Eggs
Choice Creamery Butter, Shortening.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

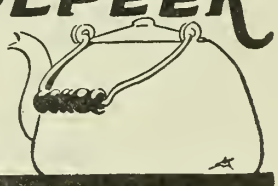
OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

VOL-PEEK WILL STOP THE LEAK



and make the kettle good as new

And this without the aid of any tools whatever. VOL-PEEK and two minutes of the housewife's time will make the leaky kitchen utensil watertight as the day it was made.

Vol-Peek is a stiff putty, easily applied with the fingers. Put up in attractive display stands. Sells on sight. Order from your wholesaler or from

H. NAGLE & CO.
Box 2024 MONTEAL

15 cents

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

Make Your Own Paper Money

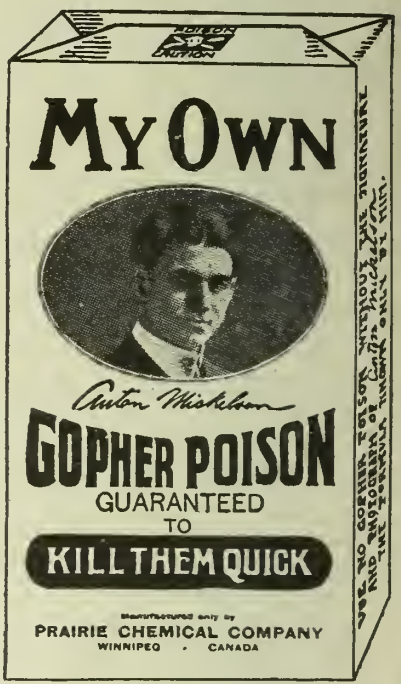
Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prestcel PAPER Baler

Strongest, simplest, most efficient and easiest to operate — Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

WERE YOU DECEIVED ?



This is the *REAL* Mickelson product, made under his care, the result of thirteen years' gopher poison experience.

BIG PROFIT—"My Own Gopher Poison." Sold over the counter or to municipalities. Will make you hundreds of dollars. Get after the municipalities now for their order.

Price to Municipalities:

$1.50 size	$1.16 per pk.
1.00 size	.77 per pk.
.75 size	.58 per pk.

Write for big discount and send your order to any jobber, or direct to us.

Prairie Chemical Co. Can., Ltd.
302 Keewayden Bldg. Winnipeg

KING GEORGE'S NAVY

CHEWING TOBACCO

Is a Sure Seller in Every Community

A supply of King George's Navy Chewing Tobacco will prove for you what it has proven for other grocers—a quick selling, money making, customer pleasing line.

Let the men of your town know you handle King George's Navy and your stock will quickly need replenishing.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

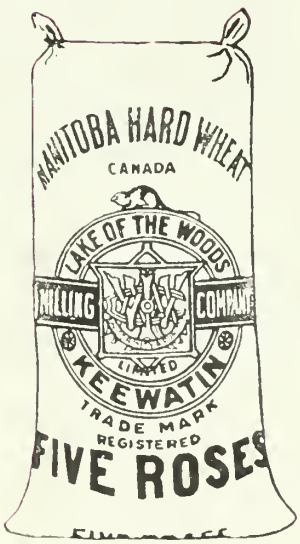
Walter Woods & Co.
Hamilton & Winnipeg

While Flour Standards May Change, Our Policy Still Stands.

THE patriotic necessity of conserving the world's wheat supply to further the Allied Cause is daily bringing nearer a modification of the existing grades of flour.

While anticipating this change, we wish to assure our good friends in the trade that though the grade of FIVE ROSES flour —like other corresponding brands—will undoubtedly be modified by the Food Administration, our basic policy will remain unaltered, both as regards our trade relations and ideal quality of product.

To be assured of the highest available quality within the limits of the impending regulations and the best possible service in the face of the most perplexing conditions that have ever confronted the milling industry, is the decided advantage enjoyed by all those whom it is our privilege to serve.



Daily Capacity
27,400 Bags of 98 lbs.

LAKE OF THE WOODS MILLING CO., LIMITED

Montreal *"The House of Character"* *Winnipeg*

Offices in 16 Canadian Cities

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, FEBRUARY 1st, 1918 No. 5

TRADE MARK

Small's

MAPLE BUTTER

The sale of **Small's Maple Butter** is now enormous. It is prepared from Small's **Original** Exclusive Secret Formula, held by Small's for the **past 60 years.** It does not sugar or turn to syrup, it is all the name signifies, a **smooth texture, uniform and spreads like butter.** For sale through all jobbers.

THE trade is doubtless familiar with the fact that SMALL'S SYRUP BRANDS have been long recognized on the Markets of the World as STANDARD (having larger sales than hundreds of other brands combined), and have held firmly the front line for the past eighty years, during which time many largely advertised brands have **come and gone.**

SMALL'S BRANDS are labelled in conformity with Pure Food Regulations and in no single instance has same failed to meet the Inland Revenue requirements. Merchants handling SMALL'S BRANDS are free to do so absolutely without risk.

The fact also that we are well secured in regard to supplies and our modern equipment and expert mechanics of long experience, places us in a most favorable position to give prompt service and interesting prices. Insist on SMALL'S BRANDS from your jobbers.

Smalls Limited are the sole proprietors and exclusive manufacturers of Smalls Brands. Brokers in all large centers.

SMALLS LIMITED

101 PARTHENAIS STREET - MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Let the Women Know

YOUR store is the place where women like to be reminded of the household needs that have "slipped their minds." Even for so well-known an article as

O-Cedar Polish

a reminder is needed. Housewives will be glad to see O-Cedar before their eyes when they enter your store. Every woman wants O-Cedar Polish because it is the quality polish—because it renews and protects all their furniture—because it cleans as it polishes.

The extensive and powerful advertising given O-Cedar Products is making more O-Cedar users every year. Let your store be known as an O-Cedar store, and you will ensure your share of this profitable business. People will be sure you have it, if you utilize the convenient O-Cedar Sales Helps—O-Cedar Floor and Counter Stands; Electric Sign Displays; and O-Cedar advertising plates. Ask your jobber about yours, as well as about the Profit Deals that will make additional money for you.

CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE - - - TORONTO

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

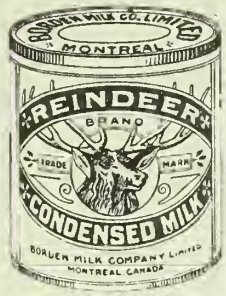
Cable Address: CHECKMATE, LONDON

When you recommend one of the Borden lines

your recommendation is backed and strengthened by a record of quality and satisfaction extending over a period of three generations.

Every housewife is familiar with Borden Milk Products. Advertising has made them known from one end of Canada to the other and their own unbeatable goodness has made them the standard by which canned Milk Products are judged.

Keep Bordens in the front row. Show them constantly on shelves and displays. There's a good margin for you on every sale and the Borden lines always repeat.



Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office:
No. 2 Arcade Building, Vancouver

The Family Dish

Every member of the family welcomes a steaming dish of delicious Simcoe Baked Beans.

Every housewife appreciates the high food value of this dish and also the fact that it only needs warming to be ready for serving.

Simcoe Brand Baked Beans

(with Tomato Sauce)

should be stocked by every grocery merchant. Your sales will prove most gratifying if you give this line your support. It pays you a big profit and will strengthen your reputation as a high-class grocer.

The various sizes help to sell each other.

DOMINION CANNERS LIMITED
HAMILTON, CANADA

"The Seal of Quality"

Bull Dog Cleaners

will give you a firm grip on better profits

They are good, quick sellers—the 19 Bull Dog lines. And they bring worth-while profits to the dealer pushing them.

Good grocers all over Canada are featuring "Bull Dog" Cleaners. Good housewives in every community are enthusiastic about Bull Dog dependability.

Do your customers know how good these lines are? Are you aware of the great profit-making possibilities of "Bull Dog" Cleaners?

Get acquainted.

Manufactured by

The John B. Paine Co., Ltd.

Toronto and Winnipeg

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.

Church and Dwight

LIMITED

Manufacturers

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S PREPARED FOODS

are guaranteed prime quality.

CLARK'S PORK & BEANS

Canadian Boiled Dinner	Corned Beef Hash
Beefsteak and Onions	Potted Meats
Cambridge Sausage	Sliced Smoked Beef
Corned Beef	Tongue, Ham and Veal
Roast Beef	Fluid Beef Cordial
English Brawn	Peanut Butter
Loaf Meats	Minced Collops

Soups (Full Assortment) etc., etc.

GIVE QUALITY. YOU'LL GET THE BUSINESS.

W. CLARK, LTD. MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Furnivall's

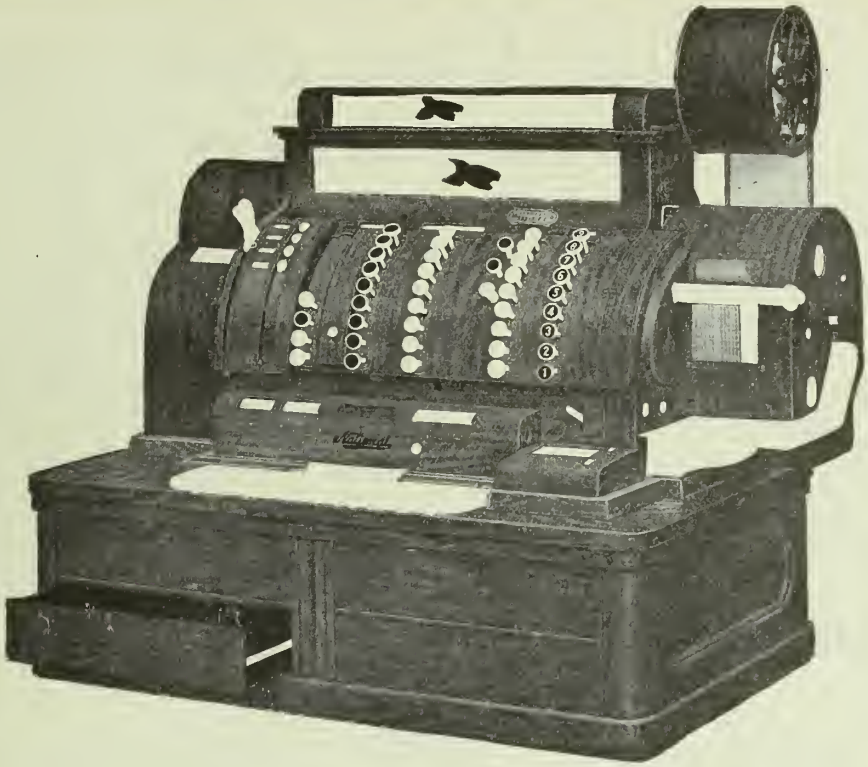
Marmalade
NOW READY

Made from SEVILLE ORANGES direct from Spain

In spite of the war-time freight rates, submarines and insurance, we have decided to import genuine Sevilles rather than reduce the quality by using an inferior orange.

FURNIVALL-NEW, Limited
Hamilton, Canada

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—Geo. Hodge & Son, Limited. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperia Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.



Your Clerks

Mr. Merchant:

To secure the whole-hearted co-operation of your clerks is of the utmost importance in conducting your business.

If they can be induced to give the maximum of productive effort, they will be a valuable asset to your business. To secure this result, encouragement and the proper inducement must be given.

It should be your aim to get your clerks to view the business from your point of view; to place before them any or all of the information at your command, which, if given to them, will net returns.

A careful investigation reveals the fact that National Cash Registers are a big factor in determining who are the best clerks. They are endorsed by thousands of clerks and merchants in all parts of the world.

Tear off the coupon and mail it to us, we will send you valuable literature on store systems, free. Talk with our representative, because he can be of assistance to you and is trained in store efficiency.

The National Cash Register Co., of Canada, Limited

TORONTO

Please send me information about your system as applied to my store.

Name.....

Address.....

Business.....

.....

If any advertisement interests you, tear it out now and place with letters to be answered.

Why Anchor Caps make money for the Grocer

Anchor Caps do not come off in transit, no spoiled labels or dirty packages, no returns to the packer and every package saleable at the full price.

Anchor Caps are air-tight. Properly packed goods under Anchor Caps keep their flavor and freshness indefinitely. No clearing sales at a reduced profit before new goods come in. Anchor Caps add to the appearance of any package and make sales easier and repeats frequent.

Anchor sealed goods cost you no more, add to your sales and increase your profits. See that your next order specifies Anchor Caps.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

ANTICIPATE YOUR SPRING REQUIREMENTS OF

"KKOVAH"

HEALTH SALT

BY ORDERING AT ONCE.

EXPECT PRICES WILL ADVANCE.

SOLE DISTRIBUTORS FOR CANADA

MACLURE & LANGLEY LIMITED

WINNIPEG TORONTO MONTREAL

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

For the Overseas Parcel

you cannot recommend a better or a more acceptable line than

EVER-READY COCOA ("Dandee" Brand)

Health-sustaining, heat-giving and extremely delicious, this high grade cocoa will be a welcome gift to every Tommy.

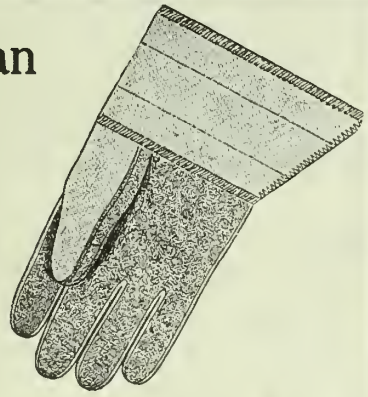
No Sugar or Milk is required. The mere addition of boiling water makes a cocoa fit for a king.

If you're not stocked, order a supply now and watch how Ever-Ready Cocoa sells.

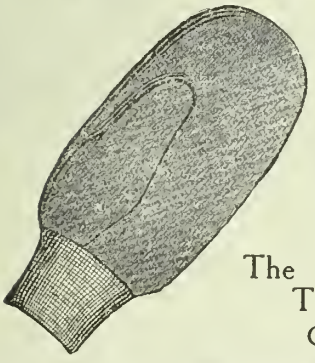
Litster Pure Food Co.
TORONTO Limited

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Raisins for War-Time

Raisins, by sweetening and flavoring all plain foods, save sugar. So they are in the front rank as a war-time product. Suggest this to your women customers.

THOUSANDS BUYING RAISINS

Our constant advertising has convinced thousands that Sun-Maid Raisins are the only raisins to buy. They are of uniform quality and the price is right.

Keep Sun-Maid Raisins displayed. Get your full share of our advertising benefits.

Victory Penny-Buns in Your Store

If you sell bread, ask your baker to keep you supplied with Victory Penny-Buns. These enticing 1-cent sellers have captured the nation's fancy. They pay you a surprisingly good profit.

California Associated Raisin Co.
Membership 8,000 Growers
FRESNO, CAL.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

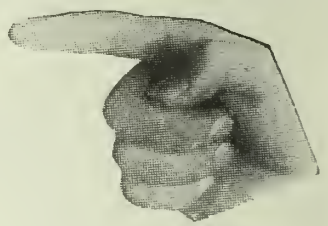
This Space is Yours
For $2.50
On Yearly Order

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

Let us connect you with the Western Markets



Our organization with its well established prestige and its live-wire salesmen is the one thing needful to get you "in good" with the western buyers.
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!
May we send you full particulars?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.
Wholesale Commission Brokers and Commission Agents
We can handle a few more good lines. Storage Warehouse and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

Beans

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

Grocery Advertising
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.
PRICE $2.10 Post Paid.
MacLean Publishing Co.
143-153 University Ave., Toronto

TO
Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

G. B. MacCALLUM & CO.
GROCERY BROKERS
Woolworth Building, Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

QUEBEC

Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

C. B. HART, Reg.
Wholesale Grocery and Merchandise Brokers
489 St. Paul Street W.
MONTREAL

Kindly mention this paper when writing Advertiser.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

GROCERS' ENCYCLOPEDIA.

Who are the selling agents in Canada for the Grocers' Encyclopedia?—Edmonton.

Ans.—We are the sole agents in Canada for this encyclopedia.

FISH FROM LAKE NIPISSING.

Are you allowed to buy fish from the Indians, the said fish having been caught in Lake Nipissing?—Sturgeon Falls, Ont.

Ans.—No. Lake Nipissing is entirely under Government control, and only those holding license can fish those waters. The fish caught must first be offered to the Government.

SELLING "MARGARINE."

Does a merchant require a license to sell margarine?—Shallow Lake, Ont.

Ans.—No. The retailer requires no license to sell margarine. Only importers who bring margarine from across the line require this license.

LANTERNS AND LAMP CHIMNEYS.

Please give me names of manufacturers of lanterns, lamp chimneys, lamp wicks, clothes pins and brooms.—New Brunswick.

Ans.—This information has been sent direct.

CHOCOLATE AND COCOA MACHINES.

Please give me addresses of firms who manufacture chocolate and cocoa grinding machines.—London, Ont.

Ans.—This information has been sent direct.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

WAGSTAFFE'S

CELEBRATED

Seville Orange Marmalade

NEW SEASON, 1918.

Now Ready for Delivery.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

TAYLOR AND PRINGLE CO., LIMITED

Manufacturers

QUEEN QUALITY PICKLES, VINEGAR

CIDER, CATSUPS AND SAUCES

OWEN SOUND, Canada Jan. 24th, 1918

To our Customers,

Dear Sir:—

Having re-arranged our entire selling organization, we beg to advise that in the future our Products will be distributed through the following Agents in Canada.

''Messrs Fearman Bros., Hamilton; Hamilton and District.

''Ed Cutmore, Brantford; Brantford and District.

''MacLaren Imperial Cheese Co. Limited, Toronto; Province of Quebec, Maritime Provinces and Province of Ontario, (excepting Hamilton and Brantford).

''MacLure & Langley Limited, Winnipeg; Manitoba, Alberta, Saskatchewan and British Columbia.

We wish to thank the trade for their generous support in the past, and would respectfully ask for their continued patronage.

We have recently made extensive alterations and improvements in our Factory, which will enable us to increase our output very materially. Representatives of the above mentioned Firms will call on the trade, regularly, in the various Districts, and all orders entrusted to them will receive prompt attention.

Wishing you a prosperous Season, we are,

Yours very truly,

TAYLOR & PRINGLE CO. LIMITED

QUEEN QUALITY PICKLES ARE THE BEST.

The Keating Calendar

Keating's Insect Powder is in demand all year round. Order now for present and future requirements

OCTOBER, NOVEMBER, DECEMBER, JANUARY, FEBRUARY, MARCH.

In the home Keating's will be continually in requisition against Bugs and Roaches. Hunting parties in October will carry Keating's into their camps.

APRIL AND MAY.

House cleaning and the time for putting away winter furs and blankets. Moths now appear. Mosquitoes likely to become a pest in May and remain until the warm, dry weather.

JUNE, JULY AND AUGUST

Summer holiday season. Keating's in demand, when locking up the house, as a protection against moths in the furniture, carpets and draperies. Flies, Fleas, Ants and Mosquitoes in general evidence and a particular worry in summer camps and cottages.

SEPTEMBER

Flies are most tenacious. To kill or drive them out of doors use Keating's as a fumigant. Extra precautions also necessary against Bugs, Roaches and Ants.

Made by Thomas Keating London, England Established 1788

Sole Agents in Canada

Harold F. Ritchie Co., Ltd.

10-12-14 McCaul St., Toronto

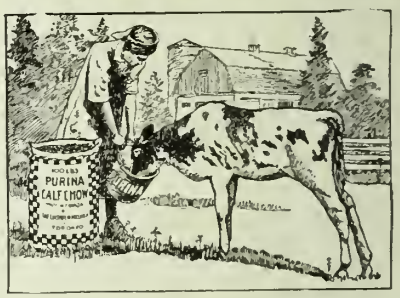
—a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

Every calf raised will help win the war!



We are driving home that fact to the Canadian people in a series of attractive and forceful consumer ads. We are emphasizing in the strongest possible way the great importance and the patriotic duty of increasing the Allies' meat supplies.

That's why we started the Checkerboard Calf Club

and with it a bigger and a growing demand for the best calf food of all—

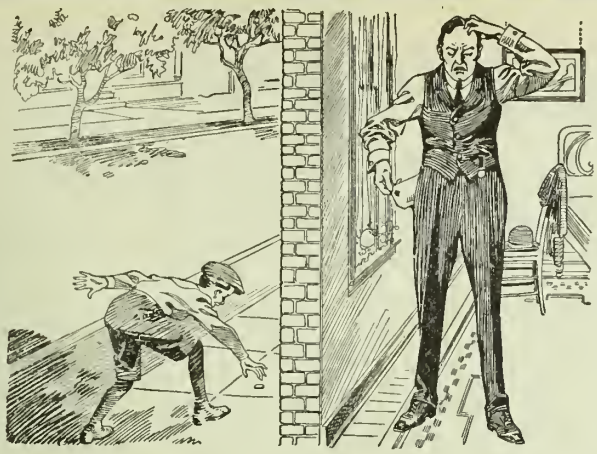
PURINA CALF CHOW

The Checker Board Calf Club has for its object the securing of 1,000 members—boys and girls in rural communities—to whom we offer special prizes for the best calf fed on this splendid calf food.

Aggressive dealers are boosting this Club and boosting their sales and their profits at the same time. You can do the same. Show Purina Calf Chow to your customers; tell them about the Checker Board Calf Club. Our consumer ads. will help you immensely and you'll be doing a patriotic work at the same time.

Start to-day.

The Chisholm Milling Co., Ltd., Toronto



Holes!

Mr. Grocer—did you ever lose a coin through a hole in your pocket?

Did some small boy or some "other fellow" find what you dropped?

Mr. Grocer—did you ever suspect there was a hole in your grocery store?

Say—Mr. Grocer—did you ever look for holes other than rat-holes in your grocery store?—holes through which profits leak—profits no one finds or picks up—profits lost to you and the world?

Mr. Grocer—there are likely many such holes in your store.

There's a whole bunch of holes in your old-fashioned counter. Throw it away. Install a

SHERER COUNTER

instead and you'll stop up more holes than you'd dream possible.

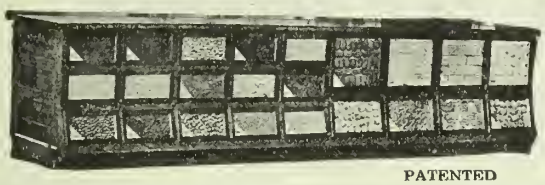
A Sherer counter is a saving—a profit—a builder of business from the moment you fill it with goods.

Write us for testimonials of the best grocers on earth. We have them in our Booklet AC. You will be glad when you read them.

SHERER-GILLETT COMPANY, LIMITED

Patentees and Manufacturers

Guelph, Ontario



PATENTED

YOUR WANTS

are many here below. Use CANADIAN GROCER want ad. page and get rid of a few of them.

Quality Lines

Holbrook's Imported Worcestershire Sauce

is still being offered at pre-war prices.

We have also stocks of the following: Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powders — all high grade goods.

ROSE'S LIME JUICE

Every Grocer should feature this widely known and very popular Non-alcoholic Drink. For 50 years Rose's Lime Juice has set the standard — to-day it is still unsurpassed.

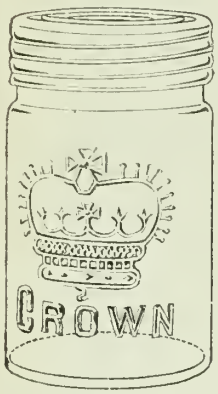
Get stocked now and let your customers know you sell this delicious and wholesome beverage.

Dominion Agents:

Holbrooks, Limited

TORONTO and VANCOUVER

Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.

Made in Canada

When It Comes To Flour You Can't Do Better Than Stock

PURITY FLOUR

"Purity" is just a plain dollars and *sense* proposition. It is a rich, nutritious, high-grade flour that sells to sensible people at a sensible price—and leaves a good margin of profit for you.

You owe it to your customers—to your own best business judgment—to sell flour of recognized merit. "Purity" is the one brand you'll delight in recommending to your personal friends and most particular customers.

Prove your claim to public confidence and trade. Purity Flour will do it for you—absolutely—positively—unmistakably. It will *always* "make good."

Western Canada Flour Mills Company, Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

If any advertisement interests you, tear it out now and place with letters to be answered.

Who Picks Out The Bulk Tea You Buy?

Do you choose it?

Or do you depend on the traveller?

Or do you leave it to the firm you buy the tea from?

No matter who picks it out, are you sure he is a good judge of tea?

Not many men are. They haven't the experience. It takes years of experience and concentration to make an expert judge—and not many firms can afford to pay the high salaries the expert tea judges command.

The Red Rose Tea business would have been down and out years ago if those in charge had not been good judges of tea. You have the benefit of their ripe experience and expert judgment when you buy tea in the Red Rose packages instead of in bulk.

And good tea must be protected by the sealed package if it is to stay good very long, which is an additional reason why you should sell Red Rose Tea instead of bulk.

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

EVERY SALE OF KLIM BRINGS NEW CUSTOMERS

Klim has taken a firm hold on public approval. Every woman who has used Klim hastens to tell her friends and neighbors about its economy and natural milk taste.

The business which has always gone to the Dairies is now coming to the Grocers who are selling Klim.

Klim is not a milk substitute. It is not a form of milk to be used only in emergencies. It is used for everything in the home in place of fresh liquid milk. It is the solids—and nothing else—of pasteurized separated milk in powder form.

Order a case of Household size from Your Wholesale House.

Canadian Milk Products, Ltd.

10-12 William Street, Toronto

10 Ste. Sophie Lane, Montreal.

Also stocked by W. H. Escott Co., Ltd., Winnipeg, and Kirkland & Rose, Vancouver.

How to sell

OCEAN BLUE

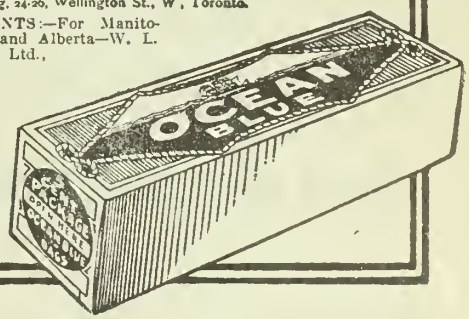
is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

The Grav Building, 24-26, Wellington St., W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



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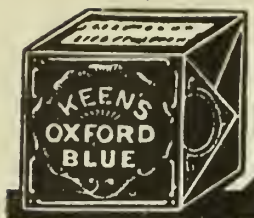


Keen's Oxford BLUE

A Keen's Blue display on your counter, window or shelf will be the connecting link between your store and the wide demand for this "Blue of Blues."

Everybody knows Keen's Oxford Blue. Good grocers everywhere are selling it and winning good profit and better customer satisfaction thereby.

Never be without a display of Keen's. Begin featuring it to-day and keep it up. Write us for a special display show card.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL **30 Church Street, TORONTO**

WHY NOT?

When you sell Condensed Milk and Coffee lines why not sell the brands that are right?

Particularly when they are Canadian-made Products, equal in every way to the imported lines.

Malcolm Milk Products

are strictly Made-in-Canada by the only All-Canadian Condensed Milk Company.

Dealers handling the Malcolm lines find the demand always good and especially good during the social season when their great utility and convenience appeal to every housewife.

Get a supply of Malcolm Milk Products now and secure a share of the growing demand.

There are lots of Canadian-made goods which do not feature this, but we are the only strictly Canadian company.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c. per 100 lbs.

THE
MALCOLM CONDENSING CO., LTD.
St. George, Ontario
The All-Canadian Condensed Milk Company

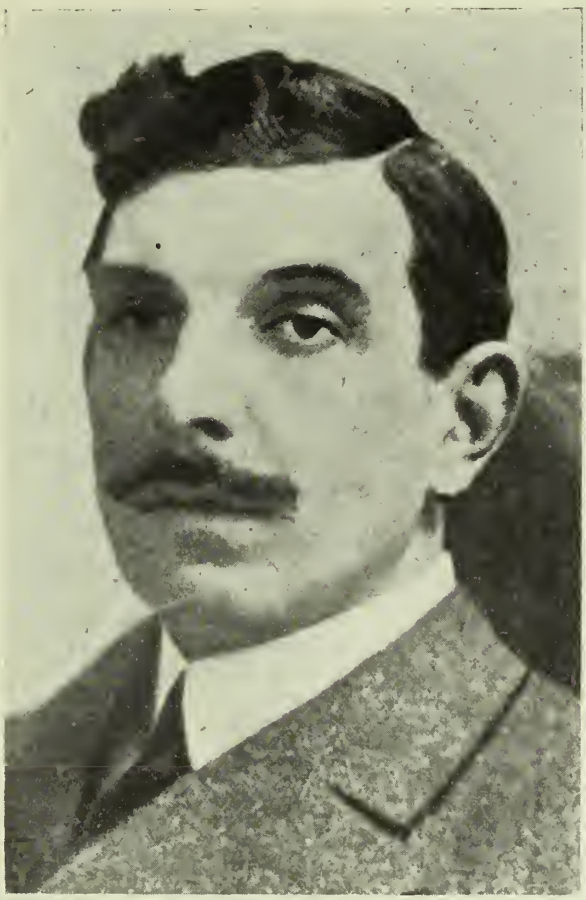
CANADIAN GROCER

Vol. XXXII. TORONTO, FEBRUARY 1, 1918 No. 5

A Change in the Food Controllership

Henry B. Thomson, of Victoria, B.C., Succeeds Hon. W. J. Hanna—Some Account of New Controller and His Recent Activities—Will Probably Act Immediately to Curtail Deliveries

LAST week announcement was made of the Hon. W. J. Hanna's resignation and the appointment of Henry B. Thomson of Victoria, B.C., as his successor. The retirement of Mr. Hanna was a secret well kept for he was active up to the last moment of his regime, and he did not cast aside his mantle until he had in fact ceased to be the Food Controller. Mr. Thomson, has not been much in the public eye, and people were rather inclined to look upon him as an outsider. He has been well known, however, to the committees who have visited Ottawa, to consider matters relative to the food control movement. As deputy to the Food Controller he has been actively engaged with many of these committees.



HENRY B. THOMSON,
of Victoria, B.C., who succeeds Hon. W. J. Hanna as Food Controller.

Trained in Business

The new Food Controller is an Irishman by birth. He came to British Columbia 24 years ago since that time has been prominent in the life of the city of Victoria and of the Province of British Columbia. Among his other activities he is a director of the Turner-Beeton Company, Limited, wholesalers, and he was associated with that company in many capacities for a considerable number of years past so that he comes to the Food Controllership with a training in business systems and business needs that will not only be useful to him but may well prove a safeguard to the trade at large. The new Food Controller has also served three terms as the representative of the city of Victoria, in the British Columbia Legislature.

In Sympathy With Recent Activities

There has been some fear expressed that the many good things that have resulted from Mr. Hanna's regime would be lost and that the uncertainty and mistakes of the early days would have to be repeated. Those who know Mr. Thomson, however, and who have been in touch with him feel confident that there is no ground for these apprehensions. To begin with the new Food Controller has been closely associated with the Food Control department for some time past, and often in the absence of Mr. Hanna it fell to him to meet with the different delegations and to try and find a way out of many of the difficulties that presented themselves. He is familiar with the proposed regulations governing the food distributing activities. On several occasions he met with the committees which were considering these changes and materialiy aided them in their discussions. There is therefore every reason to believe that he is heartily in sympathy with these changes.

Believes in Considering Opinion of Trade

Mr. Thomson, too, has stood out definitely on several occasions for a consideration of the viewpoints of the different branches of the trade before action affecting these trades was introduced.

If he maintains this frame of mind on assuming his new duties it may reasonably be hoped that his administration will be as free as is possible under the existing conditions from legislation that hampers and curtails trade without producing any results to justify the disturbances.

It is interesting to note that Mr. Thomson, if press reports speak truly, intends to move rapidly, when he does move. To do things before the public expect them, and so to avoid the opportunity for evading these measures that has been possible when these measures were announced in advance of their imposition. Just in how far this intention will coincide with a reasonable understanding of all sides of the situation remains to be seen. It is an autocratic tyne of action that does not naturally find favor in this country. It will require a cool head and a wise judgment to adopt this policy without entailing a good deal of opposition from all quarters.

Probable Curtailment of Deliveries

One of the changes that may be expected to be one of the earliest results of the appointment of the new Food Controller is some curtailment of the existing delivery systems. Mr. Thomson for some time past has been considering this matter, and it was largely due to his suggestion that the proposal to curtail deliveries was incorporated in the recently announced regulations.

It is more than likely that one of the first acts of his official life will be some measure calculated to eliminate or curtail the extent of present deliveries. Just how far reaching this may be is of course not known, but something along this line is to be expected.

No Changes in Food Dept. Likely

As far as the personnel of the Food Control department goes there is little likelihood of any changes. Mr. Thomson speaks of curtailing the expenditure of the department, but this is not thought to imply the elimination of any of the higher offices.

It is likely too that P. B. Tustin who would have been Mr. Hanna's representative in administering the new regulations once they became effective, will in all probability be still the man charged with that responsible position. It is not unlikely also that he will step into the place recently vacated by the new Food Controller.

Flavoring Extract Sales to be Recorded

Proposed Amendment to Ontario Temperance Act to Make Recording of Sale Obligatory, and to Forbid Sale in Bottles Larger Than Two and a Half Ounces

OWING to the many abuses that have crept into the sale of flavoring extracts subsequent to the passing of the Ontario Temperature Act the Retail Merchants' Association are petitioning the Provincial Assembly which convenes on February 5, to so amend the said act as to forbid the sale of flavoring extracts in bottles larger than two and a half ounces, to require all handlers of these products to keep a detailed record of their sale, and to forbid the sale of these goods entirely by peddlers or transient traders.

The actual wording of the amendment that will in all probability be passed at the coming session is as follows:

"The Ontario Temperance Act is amended by adding thereto the following section:

"125a (1) Notwithstanding anything contained in Section 125 of the Ontario Temperance Act no essence or tincture either of ginger or lemon and no compound or preparation commonly known or described as a flavoring extract or essence containing alcohol shall be sold except in bottles containing not more than two and one-half ounces, and a record of the sale of the same shall be kept by the manufacturer, merchant, druggist or other person who sells the same in a book provided for that purpose, which shall show the name and address of each person to whom such article is sold, and the date of sale and the quantity sold, and this record shall be open to the inspection of any License Inspector or any officer authorized by the Board to make such inspection and a true copy thereof under oath shall be supplied to the Board forthwith on demand by the proprietor of the business upon whose premises any such sale was made. Provided, however, that nothing in this section contained shall prevent the sale of any such essence, tincture or flavoring extract in a larger quantity than two and one-half ounces to a druggist or a manufacturer of confectionery or other similar commodity or to a person in any trade or business in which any such article is commonly used for legitimate purposes, but all such sales shall be recorded in a book as above mentioned by the person selling the same. Any violation of this section shall be an offence against this Act and the person committing the offence shall, upon conviction incur the penalties provided by section 59.

"(2) No peddler or transient trader in Ontario shall sell or dispose of any tincture, essence or extract mentioned in the preceding subsection of any person violating this subsection shall incur the penalty provided by section 59."

AMERICAN ADVERTISING EXPERT SPEAKS BEFORE TORONTO ADVERTISING CLUB

T. A. Deweese, Director of Publicity of the Shredded Wheat Company, Niagara Falls, N.Y., in an address before the Toronto Advertising Club, in the Board of Trade Rooms on Tuesday evening, made a very strong plea for an aggressive business campaign stating that business must finance the war, and that only by still further business activity could this result be achieved.

"More Business than Usual"

"It is a mistake," said Mr. Deweese "for people to talk of retrenching in business because of the war. The motto he thought should be 'more business than usual.'

"That is the war slogan that ought to be emblazoned here with the Union Jack, Business has to finance the war, and it can't be done out of savings. The only way business can do it is by going right on as in ordinary times.

"Let us cut out the things that destroy the body and degrade the mind," he continued. We surely don't need any 'booze.' Canada was no doubt wise to stop the waste of barley and other grains required for food. A little sanity and sense and a little less hectic

(Continued on page 41.)

Drastic Changes in Paint Industry

Canadian Paint Manufacturers' Association Make Some Pronounced Changes—Eliminate Pint and Half Gallon Size Tins, Curtail Color List and Increase Differential and Prices

SOME very far reaching changes are scheduled to take place in the paint distribution trade in the course of a few months. *Hardware and Metal* will in this week's issue carry a full discussion of these very marked changes. As many general stores and grocery stores have of late made a practice of handling paint, there will unquestionably be a very considerable interest taken in these changes. For the benefit of our readers therefore we give the following synopsis of the changes as they appear in this article.

At a recent meeting of the Canadian Paint Manufacturers' Association the following changes were decided upon:

1. The elimination of pint and half gallon size in liquid paints, and also in the corresponding sizes of specialty lines, varnishes, etc. This regulation becomes effective on July 1. Manufacturers will continue to ship these sizes while the supply lasts, but from now on these sizes will not be produced.

2. The number of colors will be materially reduced. Formerly there had been from 48 to 60 different colors, this had necessitated both the manufacturer and the retailer carrying heavier stocks than were really necessary, as a result the decision was reached to cut the color list down to 36 different shades exclusive of black and white.

3. A material advance in paint prices. All first quality paints will advance 25 cents a gallon, and second quality will advance 15 cents a gallon. This change in price becomes effective at once, except as it affects spring bookings. As it has been a custom to favor these spring orders the change will not be effective against spring booking orders; for this season they will be booked at the old figure. All sorting business will, however, come under the new price regulation.

4. There will be a considerable change in the differentials. On the half gallon this will be ten cents over the gallon price; on quarts there will be a 20 cents increase over the gallon price; on pints a 40 cent increase, on half pints an 80 cent increase and on quarter pints a $1.60 increase over the gallon price. These are changes that are of the most pronounced moment to any and all handlers of paints and painting supplies.

VINEGAR FROM WATERMELONS

Shipments of watermelon vinegar have been made from the State of Alabama, and it is estimated that 100,000 gallons will be produced this season.

Would It Pay You To Move?

Probably you've puzzled over your rent bill a hundred times, searching for ways to reduce it. But did it ever occur to you that possibly you should be paying more instead of less rent? The question may strike you as preposterous—yet sometimes a higher rent actually is profitable, as this article points out.

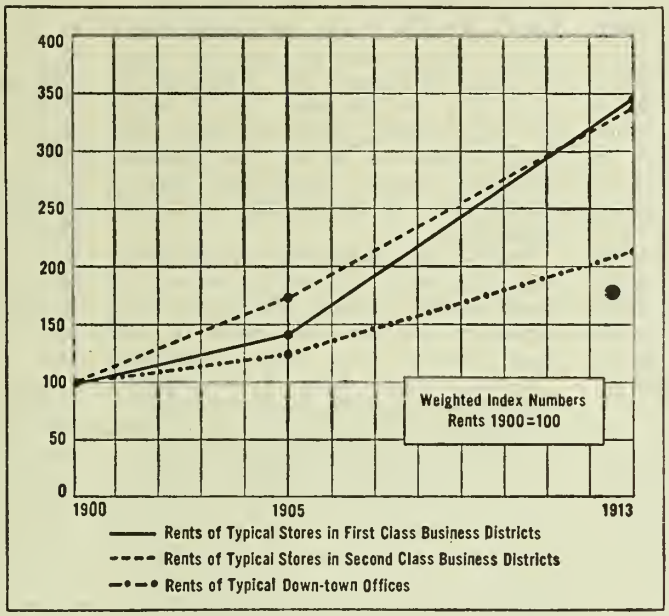
By Professor Ralph E. Heilman, Department of Economics, Northwestern University.

Reprinted by courtesy of "System."

WHAT are the factors that determine the amount of my rent bill? Is my rent bill in proper proportion to my other expenses, my profits, my rate of turnover, and the advantages offered by my location? From the business man's point of view, these are probably the two most fundamental questions regarding rent.

Rent is an important item in the expense of conducting most businesses. In many concerns the outlay for rent is very large. It is a constant and fixed charge. The landlord's bill at the end of the month can be neither evaded nor scaled down.

The importance of rent is further evident when it is remembered that in practically all growing communities the general scale of rentals for business locations is rapidly advancing. The decided upward movement in store and office rentals in Canada since 1900 is shown in the chart* on this page. This tendency has manifested itself in most cities in the United States. In the light of such facts every business man who pays rent for business quarters should give the question consideration.



HOW RENTS ARE GOING UP

This chart shows advances in rentals between 1900 *and* 1913. *It is based on a study of charges for the same properties in* 48 *Canadian localities having a population of* 10,000 *or over.*

There is much confusion of thought regarding the first question mentioned above: namely, what determines the size of the rent bill? Sometimes we are told that the rents of business properties depend upon their accessibility to people, Yet it is obvious that this answer cannot be conclusive. For some stores that are situated on quiet, dignified, and exclusive thoroughfares, removed from the crowds, pay a higher rent, in proportion to their space, than some stores located in more populous districts. Or, it is sometimes thought that rents are governed largely by transportation. Yet frequently higher rents are paid for quarters farther removed from street railways or other transportation than for those which are close to such facilities.

Clearly, it is not possible to explain the variation in rentals by any single factor, such as accessibility to crowds, transportation, or the character of buildings. The scale of rentals is governed by many factors, and many combinations of factors. But these factors may be all grouped together by saying that the rents of business locations depend upon the total income-yielding advantages offered by certain quarters, and the scarcity of such quarters.

These advantages are of two kinds—space and site. Every building provides shelter. Presumably a portion of the rent bill is a return upon the investment of capital in the building. But it is not enough that the building provides a roof. It must also provide advantages of site or location.

As a matter of fact, that part of the rental which is paid simply for the use of the building, as such, does not constitute "economic rent," strictly speaking. It is simply a return upon the capital invested in the building. But that portion of the income yielded by the rentals of a building, over and above a fair interest rate on the cost or the value of the building, represents what the economist calls "economic rent" or "site rent." If a building cost $100,000, and if the market rate of interest prevailing in the community is 6 per cent., $6,000 of the rentals—above depreciation, repairs, and the like—may be regarded as the interest upon the capital invested in the building. For if similar sites were freely available, the construction of buildings for rental purposes would soon be carried to the point where the returns would be cut down to 6 per cent., and, normally, it would not be carried beyond this point. But if the net rentals aggregate $15,000 a year, the $9,000 over and above the $6,000 may be regarded as "ground rent" or "site rent." It represents the additional payments accruing because of the advantages possessed by the particular site upon which the building stands.

Probably the larger part of the rentals paid in the business sections of our cities is paid for advantages of this character — advantages of site rather than of space. For example, in mild climates the west side of streets running north and south and the south side of streets running east and west, generally command the highest rentals in the retail districts.

From noon, or early afternoon, on, these are the shady sides of the streets. Most women shop after the noon hour. They naturally prefer the shady side of the street. The merchant located there can display his goods with less danger of fading, and with greater probability of attracting passing customers in the afternoon. In southern cities the difference in rentals between the sides of the streets is most marked. On the other hand, it is said that in cities far north—such as Petrograd and Montreal — the sides of the streets which are sunny in the afternoon command higher rentals in the retail district.

Locations which are advantageous for one business are not necessarily so for others. It is a mistake to rent space paying a rental based upon the superior advantages of the quarters for other businesses. The business man should study the advantages of a site, in relation to its rental, for his business.

The owner of a dry goods or a department store catering largely to women shoppers might be justified in paying a

*Based upon the report of the Board of Inquiry into Cost of Living in Canada, 1915, Volume 1, Page 460.

high rental for a location on the shady side of the street. But it is questionable whether a dealer in men's clothing and furnishings would be justified to the same extent in doing so. For men, not being confined by household duties in the morning, do not concentrate their shopping in the afternoon.

That the charges which may be wisely incurred for rent vary with the nature of the business is indicated by the results of investigations of the Harvard Bureau of Business Research. These investigations into the costs of doing business in the retail grocery and shoe business covered a large number of establishments in various sections of the country.

The results regarding rentals are summarized in the chart on page 53. Rents were generally found to constitute a much smaller proportion of the net sales in the grocery business than in the shoe business. Rents paid by grocery stores vary from .3% to 4.1%, while for shoe stores they run from 1.8% to 14.6%. The common figure for rent expense in shoe stores is about 5%, while in grocery stores it is only 1.3%. The Bureau regards .8% as an attainable standard for efficiently conducted grocery stores, and 3% for efficiently conducted shoe stores.

These inquiries show that there is a greater possibility of using less expensive sites in the grocery business than in the shoe business. As stated by the bureau, "Groceries are convenience goods in which there is no style element, and which are bought daily in relatively small quantities by almost every family. Consequently the grocery stores are located near residential districts in close proximity to their customers, and generally they occupy comparatively inexpensive sites.

"Inasmuch as service to counter customers is rapid—and since many of the customers give their orders by telephone or to order solicitors the floor area of a grocery store is not relatively large. Shoes, on the other hand, are more in the nature of a shopping line. Each customer purchases at rather infrequent intervals and wishes to make a selection from a varied stock. To attract a sufficient volume of trade the shoe store must ordinarily have a prominent location in a shopping district where rents are higher than in residential districts."

What's the Reason for High Rents?

In other words, the difference in the range of rentals is natural, and arises out of the difference in the character of the two businesses. Such differences are common. For example, it might prove profitable for a druggist to pay a high rental for a transfer corner, where people change cars or wait for them, for drug purchases can ordinarily be made in a few minutes. But it might not prove equally justifiable for a furniture dealer to do so, for furniture purchases require more time than a transferring or a waiting passenger would have.

There is one widespread misconception regarding rents. It is that, because of lower rentals, dealers who occupy less expensive quarters can afford to sell more cheaply than their competitors who pay a higher rent. This misunderstanding is partially due to the use of certain slogans by low rent stores, such as, "We are out of the high rent district—you get the benefit;" or "Take the elevator, and save $10 on your suit." Such slogans have been taken by many to mean that the dealer paying a lower rental has a marked advantage in the prices at which he can afford to sell. While it is frequently true that the low rent dealer sells more cheaply than others, these slogans have led some to suppose that prices are governed by the rents which the dealer must pay.

The true situation is just the reverse. Prices are not governed by rents. Rents are the result of price or of selling opportunities; not the cause.

This truth was first pointed out by Ricardo and the earlier economists, in their discussion of farm rents. They said, "Rent is not the cause, but the result of price." Thus, they said, if the price of grain advances, the rentals of farms devoted to raising such products will also advance. Prices being set, the rentals of farm lands follow and depend upon the prices obtainable for the products.

In substance this is true, although when applied to city sites, the statement "rent is not the cause, but the result of price" is somewhat too narrow. For it is not always true that goods sold by those paying the highest rentals are sold at the highest prices. For example, one of the highest space rentals in Chicago is paid by a drug store which sells at cut rates, but which has an unusually rapid rate of turnover on its stock. It would be more correct to say that the rents of retail establishments depend, not upon price, but upon selling opportunities. Thus rent may be high because the site enables the merchant to secure a rapid rate of turnover, at a modest price; or it may be high because the location enables him to charge a high price, and get it. In the latter case, his prices are not high because his rent is high; rather, his rent is high because of the unusual opportunity of successfully reaching those who are willing to pay a fancy price.

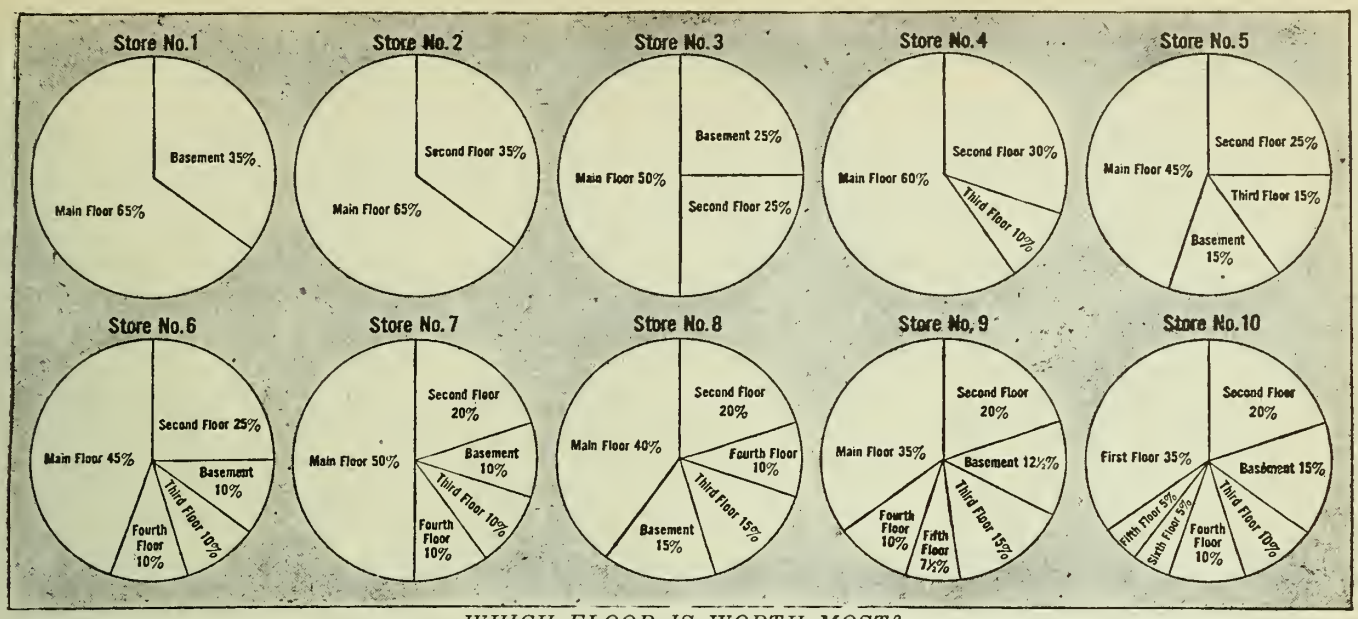
The cut rate shoe dealer on the tenth floor, and the merchant in the out-of-the-way location, do not sell at a low price because they pay low rentals. Rather they must offer price or other inducements to encourage people to seek them out. They are less advantageously located than some of their competitors. Their "selling opportunity" is less. And that, of course, is why their rents are less.

True, the customer may take advantage of this situation, and secure his goods for less than he might have to pay in other stores, if he is willing to hunt out the merchant who is less advantageously located. But the low price

HE CAN AFFORD A LOW RENT
Groceries are "convenience goods" and are purchased daily by nearly every household. Style is not important. That's why the grocer can usually profitably afford a low rent site, like this.

HIGH RENTS ARE PROFITABLE
This photograph, taken on a warm fall day, shows how crowds naturally choose the shady side. A merchant may find it profitable to pay more rent to have his store where the crowds are.

CENTRAL, BUT NOT EXPENSIVE
In some lines a central, but not necessarily expensive, location is desirable. Barber shops, for instance, are usually found in high rent districts, in basements or an upper flat.



WHICH FLOOR IS WORTH MOST?

This chart shows how 10 stores, which have from two to seven floors, apportion their rent. Note how large a share is charged in every instance to the main floor. The chart is based on figures collected by Paul Nystrom and published in his book, "The Economics of Retailing." The upper floors and basement come in, in each example, for a relatively low charge.

obtained by the customer is not the result of the low rent paid by the dealer. Rather, the low rent is the result of the lower price at which the commodities must be sold, or the special inducements which must be made, in order to bring business to such locations.

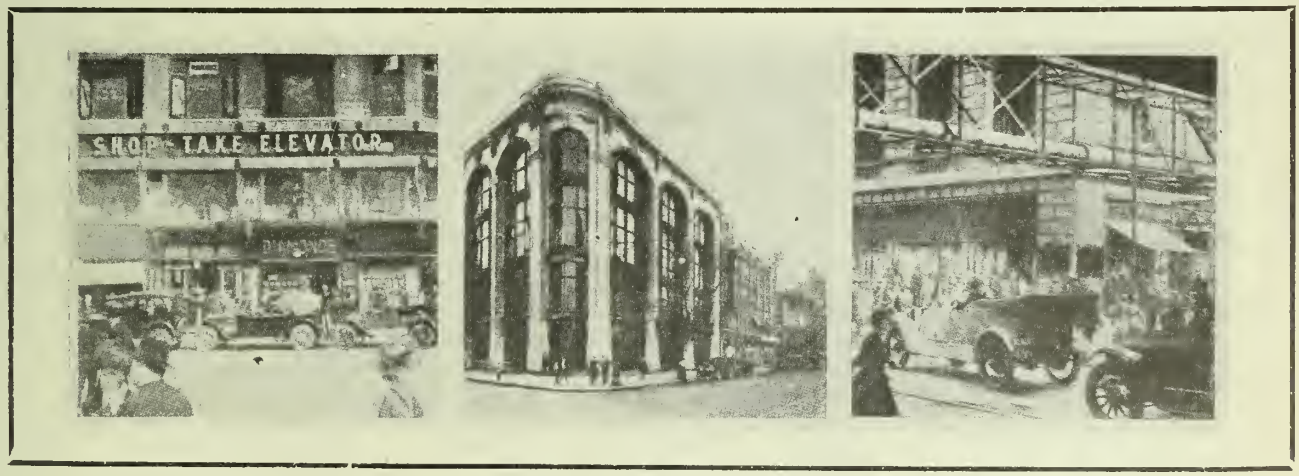
It is essential for the merchant who contemplates moving to lower rent quarters to keep this clearly in mind. For taking a less expensive site may mean that it will prove impossible to maintain the same volume of sales, and at the same margin of profit.

But taking a less expensive location does not necessarily mean this. The desire to have a conspicuous or a prominent location leads some merchants to take expensive locations, which are no better adapted to their particular business than others which could be obtained at much lower rentals. Other merchants make the mistake of accepting without question the propriety of the established rentals, as determined by the rentals paid by other businesses, without studying these rentals in relation to their own business.

Many concerns could profit by reducing their outlay for rent. The business which finds that the rent being paid by it is out of proportion to the advantages obtained for its purposes, ordinarily has at least two alternatives. It may move out—or up. In Chicago there is a marked movement of many businesses out of the loop district. These are mostly businesses for which a central location in the retail district is not essential, and which have reached the decision that, for them, the advantages of such a location are not commensurate with the prevailing rents. Similar movements are taking place in other cities.

Sometimes a move to a less central location materially lessens the rental, without correspondingly decreasing sales or profits.

Or, savings in rent may sometimes be effected by taking upstairs quarters. Generally speaking, for most kinds of retailing, upstairs locations are less desirable than ground floors. This is shown by the lower rentals charged for such locations. It is also shown by the lower rents apportioned by department and retail stores to their upstairs departments. The chart on this page shows how 10 large retail establishments, all occupying more than one floor, apportion their rent charges over the departments located on the various floors. These fig-



THE UPSTAIRS STORE

The merchant in an out-of-the-way location must usually offer extra inducements to get customers. Lower prices is a common argument with merchants out of the high rent district.

WHERE THEY EXPECT TO FIND YOU

This is "automobile row" in one city. When special lines of business are segregated as here, it often pays individual concerns to assume high rents to be where customers commonly come.

A VALUABLE CORNER—FOR DRUGS

The "run in and run out" type of store can frequently afford to pay high for a transfer corner. This drug store, for instance, has an unusually rapid rate of turnover because of such a location.

ures* are probably typical and serve to indicate how rapidly the rental values of the upstairs stories decrease for general merchandising purposes.

Nevertheless, many businesses can be advantageously conducted upstairs. Such businesses are those which rely not upon an opportunity to display their wares to large numbers of passers-by, but rather upon developing and holding a permanent body of customers. The barber business is of this nature. A barber shop is seldom found on the ground floor in the business centre of our cities, nowadays.

When It's Wise To Pay Less

It has also been found that other businesses which depend primarily upon quality, style or personal service — for example, tailoring, hairdressing, corseting, millinery, dressmaking, jewelry stores, and furrier shops—can be successfully operated above the ground floors. On the other hand, an effort to move a grocery store or a hardware store upstairs would probably prove disastrous. For here the commodities sold are standardized, and sales depend largely upon convenience.

While there are some businesses which could profit by renting less expensive quarters, there are others which economize unduly on rents. Some could profit by paying a higher rental, which might be more than offset by increased earnings. A Greek fruit dealer in Boston found that he could rent a certain corner stand just outside a subway entrance. The rent appeared tremendous, but he took the lease. This subway entrance was used by thousands on their homeward way in the late afternoon. Many were tempted by his attractive fruits, and, utilizing their last opportunity before entering the subway, made purchases, at fancy prices, to carry home. His profits soon showed a surprising increase.

A dealer in men's furnishings and clothing in an Iowa town of 2,000 decided that men do not shop systematically like women, but buy largely through suggestion. In this town everyone calls at the post office for mail. This clothier rented a store next to the post office. The rent was higher than he had been paying, but this location enabled him to display his goods to all the men of the town on their way to and from the post office. The results more than justified his decision.

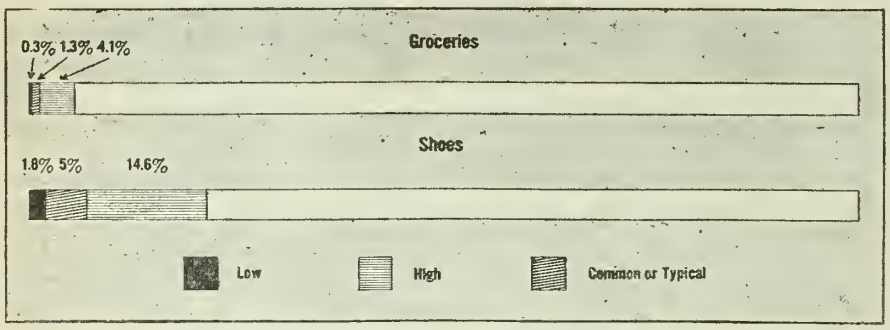
In a certain city the street railway company altered its route so that the cars coming into the downtown section swung around a certain block, using the trackage around this block as a loop, upon which to start their outward journey. Thus most of the downtown passengers dismounted upon arriving at this loop. The owner of a variety store decided to risk a high rental bill in order to secure quarters facing this loop. Increased business quickly proved the wisdom of his action.

If a business is dealing in commodities which are of primary appeal to certain classes or groups of consumers, it may prove profitable to pay a greatly increased rent, in order to be located where the largest number of people in this group will pass.

Not only the number of passers-by, but also their character and economic status are important. Some sites used for retailing command high rentals, even when situated on streets where there is a comparatively small amount of foot traffic. Such is the case with quarters located on the exclusive streets and boulevards, frequented by the rich and the well to do. Boylston Street in Boston, Michigan Avenue in Chicago, and Fifth Avenue in New York City are such streets. Similar streets exist in many small cities. It might prove profitable to pay a large rental for the purpose of opening a high grade modiste or millinery establishment, or an antique shop, in such a location. But it would probably prove disastrous for a cut-rate shoe store.

Or, again, it might be justifiable to pay a substantial rental for a location across from or close to a city depot, for the purpose of operating a modest price or inexpensive restaurant or lunch counter. But ordinarily it would prove unwise to do so for the purpose of operating a high grade or expensive cafe. For travelers who are willing to pay high prices usually prefer to save time by using the dining car service.

*From Nystrom, "The Economies of Retailing."



HOW RENTS VARY IN DIFFERENT LINES.

This chart shows the ratio between rent and net sales in various kinds of grocery and shoe stores; low rent stores average and high rent stores. Note that rents are considerably lower for grocery than shoe stores. These figures are based upon investigations made by the Bureau of Business Research of Harward University.

Going Where Your Customers Are

If a business relies primarily on passing or transient customers, it may be wise to pay a high rent for a location giving access to such passers-by. Thus cafes and tobacco stores can afford to pay high rentals for locations near the theatres, and florists for locations near the depots.

It is sometimes wise to pay a higher rental for a location having no intrinsic advantages, aside from the fact that one's competitors are located close by. There are some businesses which have well established retail centres. In most large cities the furniture and piano dealers are clustered in one vicinity. Under such circumstances it might prove profitable for a furniture dealer to pay a greatly increased rental simply to break into this location, for many prospective furniture purchasers naturally gravitate to this section. On the other hand, to do so would prove diastrous unless the dealer's capital and organization were sufficient to enable him to compete successfully with the merchants already established there.

It is impossible to formulate a general rule, which would be applicable in all cases, regarding the advisability of leasing high rent or low rent quarters.

In fact, every business should give the same careful consideration to its rent problem that it does to its buying or its selling activities. The essential thing is to see that the advantages of site and location, and of access to any particular group of purchasers, are commensurate with the rental paid for the conduct of a particular business. The rent problem is frequently intricate and the factors involved in it are numerous. But proper understanding of it may mean the difference between failure and success.

MERCHANTS MUST PAY INCREASED CARTAGE CHARGES

In response to a complaint made by the Retail Merchants Associations of Fort William and Port Arthur, the Dominion Railway Board has refused to grant an order denying the right of cartage companies in these cities to increase their charges. It was maintained that the existing situation is a discriminatory one in that the practice of advanced cartage charges is allowed only in respect of a limited number of shipping points in Ontario and Quebec. The grievance is said to be one which is not within the powers of the railway commission to correct.

U.S. FOOD CONTROLLER HONORED

H. C. Hoover, U.S. Food Administrator was honored with the receipt of an autographed portrait of King Albert of Belgium sent on the occasion of the latter's birthday, November 15. Mr. Hoover is chairman of the Belgian Relief Commission.

Chain Stores Adopt Cash and Carry

Loblaw Stores, Toronto, Adopt New Selling Principles — Find New System Avoids Many Difficulties and Results in Great Economy

THE Loblaw Stores, Toronto, a chain of sixteen grocery stores in different sections of the city have adopted the cash and carry principle. Up to a month ago they had carried on a credit and delivery system. About that time however the manager, Frederick E. Robson, states they began to figure that in so doing they were entailing heavy expenses without giving any particular benefit either to themselves or to the public. The result was the decision to adopt the cash and carry system in all their stores.

Would Not be Successful Everywhere

Mr. Robson when questioned regarding the matter stated that even with the short experience that they had to judge from it was their opinion that the change had been a success. "Don't misunderstand me," continued Mr. Robson, "I don't mean to say that such a system would be effective everywhere. It is my belief that there is, and always will be, a demand for credit and for services such as delivery among a certain fixed proportion of the public. To attempt to start such a system in one of the wealthier suburbs would, in our opinion, be courting failure. That condition does not influence us however, for we are not represented in those districts. We do our business among people who are willing to accept some small inconvenience provided that it results in some slight saving.

"We do not make a bid for this trade by cutting profits. We aim to make as much profit as the average grocer, and we aim to compete on a fair and reasonable basis. We do feature special lines at times, but all merchants do that, and we probably not more than others. Our aim is however by so guarding the overhead expenses to be able to get our own legitimate profits and yet show a saving to our customers.

"Naturally we have a large buying ability, which helps us in this way, and there are many other little ways in which our centralized management can help to limit expenses. But in looking over the matter it appeared to us that we could still further curtail expenses by the elimination of credit, with its possibility of loss, and the elimination of delivery with all the expense and difficulties that it entailed."

Cost Some Customers

"How did the change work out in practice?" "Well, I admit that it cost us some customers. A fair number of those who had been dealing with us went elsewhere where they could get credit and a delivery service. With the bulk of our customers however we were able to demonstrate the fact that we were not attempting to profit, but rather that as a patriotic activity we were trying to curtail unnecessary expense and serve the customer for the smallest margin above cost that would show us a reasonable profit.

The Stores Profit in Goodwill

"We profited in a variety of ways. First in the elimination of many abuses that have grown up around the delivery system and the consequent annoyances that are so fertile in dangers for the store.

For instance, a woman phones for a bottle of vanilla, a bottle is sent, but is not the sort she wants. Perhaps she has been waiting for it. It entails a double delivery and in the end a dissatisfied customer. Or it may be that an article has been sold and has been promised to be delivered at such and such a time, and through some fault of the delivery boy or some disorganization of the delivery system it is late. The customer feels that she in some way has been shabbily treated. All this is bad for the store. It is an expensive service that opens up wide vistas of misunderstanding between the store and its customers. We cut entirely loose from this system. First of all that meant the doing away with the horses and waggons used for each store's delivery service, a very sizable item in itself, all that became extra capital in the business instead of a drain upon it. The services of a delivery boy were no longer required, which resulted in another saving.

"Now we make no delivery and give no credit. We have lost customers unquestionably, but the business has not suffered. There are as I have stated people who will demand credit and delivery. We are bound to lose this class, but there still remains such a substantial margin of people to whom the price is the argument of most moment that we do not think we need particularly fear this desertion. As a matter of fact we have not actually suffered. People have taken more kindly to the scheme than we could have hoped for; they have readily carried parcels, and there is a plentiful supply of small boys with sleighs to handle the heavier articles, and in many instances the family baby carriage has been called into use for the moving of bags of flour or potatoes.

A Novel Parcel Carrier

"Of course it is necessary to provide something in which the customer can carry her purchases home. The large paper bag costs roughly about a cent and it does not do very effective service even for one trip. We have therefor adopted an idea of our own. This is a specially heavy paper bag, shaped something like a bag for school books, specially reinforced, and supplied with handles of string. This is a new departure, but it will be supplied to all customers in the near future. It costs more than the paper bag, about two and a half times as much, but it will give more satisfactory and longer service. We estimate that each bag will be used at least ten times. This will result in another element of saving.

We deliver nothing, and believe that in doing so we are not curtailing a service but in reality are rendering a better service by saving money on non-essential services so that we may sell our products cheaper.

"That at least is our belief, and in the districts where our stores are located the people evidently think as we do for they have supported the changed conditions of service far better than we could have hoped."

NEW BRUNSWICK POTATO GROWERS HOLD SHOW

The third annual convention and potato show of the New Brunswick Potato Growers' Association was held in Woodstock, N.B., on January 23 and 24.

Officers elected for the coming year were: President, A. H. H. Margison, East Florenceville; vice-president, F. E. Henderson, Andover; secretary, A. C. Taylor, Woodstock; treasurer, W. H. Moore, Scotch Lake; auditor, E. W. Jarvis, Woodstock; advisory board, T. H. Manzer, Aroostook Junction; Donald Innis, Tobique River; James Brennan, Jr., Chatham; H. P. Hatfield, Hartland, and Ernest Inch, Burtt's Corner.

Dealing with rumors that the Food Controller would fix a selling price for potatoes, Hon. J. F. Tweedale, Provincial Minister of Agriculture, said that his department would protest very strongly against such a course, which he regarded as injurious to the farmer. He felt that he could say that prices for potatoes would not be fixed.

The sentiment of gathering was that transportation problems are responsible for the holding back of stocks more than a desire on the part of producers to hold out for higher prices.

Referring to conditions in his province, J. A. Clark, superintendent of the Dominion Experimental Station in Prince Edward Island, said that there are now about one and a half million bushels of potatoes in the island in excess of requirements for local consumption.

Excellent papers on technical subjects were delivered by various experts.

The potato exhibit was not so large as last year, but the quality averaged better. The leaders among the exhibits were the Green Mountain group, Irish Cobbler group, red, white, rose, and dark varieties.

Price Fixing Achieves Nothing

The Cure-all of a Fixed Price Would be a Boomerang — Would Result in Lowered Production, and a Depleted Market—The Lessons Learned by the Food Departments During the War

AT a recent meeting in Toronto the Hon. W. J. Hanna, the retired Food Controller, spoke some words on the subject of price fixing. "It seems an easy thing to fix prices," said Mr. Hanna, "but it is not as simple as it seems, and it is more than likely to effect the very opposite results from those expected and desired. It may result at one time in a glut and at another in a famine. Restrictions and price fixing are matters that should be indulged in only as a matter of absolute necessity. For instance," he continued, "I am being constantly urged to prohibit the manufacture of ice cream. The agitators see very plainly that to do so would be to materially relieve the milk situation at the moment, but what they do not see is that there will be nothing to take care of the over production of milk in the summer months, there will be no incentive to the farmers to produce, and in a year or so the winter would see us facing real famine conditions in milk and no amount of price fixing would help the situation."

In so speaking Mr. Hanna is in line with practically every other authority on food subjects.

Garet Garrett, a financial writer of repute, writing in the New York Tribune recently has these lessons to draw from the price control activities of both the United States and Germany:

Must Compel Producers to Produce

"You can fix prices succesfully enough provided you have the power and the means, on the one hand, to compel the producer to produce and sell, and, on the other hand, to regulate the consumer's demands. The practice has been fumbling, not only in this country but in others during the war, even in Germany. There was set up a food administration which fixed the price of wheat, and that worked fairly well because the price was satisfactory to the farmer. The handling of other food products worked not so well. There was created a fuel administration which fixed the price of coal and that was almost disastrous, because the price compelled a lot of small high-cost mines to shut up. Other boards fixed other prices as for steel and copper and many industrial materials.

"You may fix the price at which the farmers shall sell their produce but if they refuse to plant they cannot be made to plant, and if, having grown the stuff they refuse to sell it at the price fixed, they cannot be made to sell it, because it would take the whole national army to make the government's mandate effective. They found this out in Germany. The Imperial German government could command the farmers to bring in their produce, but the Imperial German government could not go and get it, as the farmers well knew. Therefore the price had to be a pleasing one."

Has the system been more effective in England? The answer to this question is emphatically no.

F. A. McKenzie in a despatch from London, Eng., even more forcefully outlines the difficulties and mistakes that result from price fixing. This is how he views the situation:—

Products Simply Disappear

"The real problem of supplies still continues over tea, butter, margarine, meats and fats, attempts to officially regulate prices revealing many difficulties. Thus the farmers declared last autumn that the official price they were allowed to demand for meat was inadequate, therefore they have to kill young and immature cattle during the autumn, thus creating a meat shortage in January. This is happening as they foretold.

"When the price of a popular article is fixed it sometimes disappears from the market. When rabbits were recently reduced in price from $1 to 42 cents they immediately disappeared from the shops. Dealers declared it did not pay them to handle them. When onions were reduced a fortnight ago from 10 cents to 6 cents a pound farmers promptly harvested their stocks of the worst onions, half of them being bad. Consequently the housewife is paying more actually for her onions now than before the regulations were made. Fixing the low price of butter prevented the importation of French butter.

"These are typical examples. Regulation of fish prices made an immediate fish shortage."

Must be Fair Price or Lowered Production

The gist of the matter seems to be that the fixing of a price without the power and the will to actually control the production is worse than useless. You may be able to make the farmer sell his potatoes this year at a dollar a bag, but you cannot eradicate from that man's mind the impression that he has been unjustly treated, and that he will not put himself in the way of such injustice again. He simply will not plant potatoes the following year, and all the system of regulation falls down before that primary fact that a price that does not appear to the producer as fair and reasonable will inevitably result in a lower production, and scoff as the people may at the law of supply and demand, the simple fact remains that if there are only potatoes for one man in ten, the man who can pay the highest for them will get them, and all the experience of the past few years has gone to prove the fact that no manner of price fixing can prevent this result.

BRADLEY'S
Save Wheat---
Just Try Bradley's With Your Next Grocery Order
OATMEAL COOKIES
CHOICE POTATOES
ROLLED OATS, 3½ lbs. for 23c
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Beef and Bacon May Be Banned
Canada"---
FOOD CONTROLLER
BRADLEY & SON
Phone 255
Cor. Market Square and Hunter St.
BRADLEY & SON
Phone 255
Cor. Market Square and Hunter St.

Last week CANADIAN GROCER showed how the Robert Simpson Company, Toronto, preached the "Gospel of the Clean Plate" in window display. The above advertisements show how the firm of Bradley & Son, St. Catharines, Ont., use their newspaper advertising to do the same thing. Such a campaign, by all merchants, is becoming more necessary daily. Consider this matter.

Proprietor Should Pay Himself a Salary

Few Retailers Pay Themselves an Adequate Salary—The Clumsy, Loose and Dangerous Methods of Many Retailers—The Matter of Partnerships—The Right Salary the Retailer Should Collect.

By John C. Kirkwood

NOT long ago I addressed a body of fifty retailers on the question of the cost of doing business. I asked for a show of hands from those who kept a record of their business costs, and about half a dozen indicated that they knew what it cost them to run their business. Then I asked for a similar indication by those who paid themselves a salary, and the same men held up their hands. Then I asked, "How many of you who pay yourselves a salary limit your living expense to the amount of this salary?" And not a single hand went up!

One could preach a forceful sermon on this theme of the retailer's neglect to pay himself an adequate salary and to limit his living expense to this salary, but this is not the time for delivering this sermon. I must content myself here and now with urging every earnest retailer to put himself, in regard to his own business, in the position of a salaried employee, and to pay himself each week or month a set sum—probably twice the amount he pays his highest salaried employee—and to live on this salary. Any other plan of remuneration is unsafe and unsound, and upsets all calculations. It takes real backbone to pay oneself a salary, and to live within its limits.

Thieving From One's Own Business

Right here is where 90 per cent. of the men baulk; more probably 97 per cent. of them: they won't do the thing they admit is right and business-like. And why, forsooth? Just because it is uncomfortable, and involves sacrifices.

The average retailer in business is a thief: he robs his own business. He takes goods and does not pay for them. Many retailers do not even make a debit entry of the goods they and their families take from their own store; and it is the rarest thing to find a retailer settling his account with cash in the same way that he requires the other employees of his business to settle for their purchases.

Also, many retailers run contra accounts with local firms, and never charge up against themselves the amounts of these contra accounts, and very rarely settle with cash charges of this nature against their own accounts.

A Retailer Must Be Courageous

All retailers know that they should pay for such accounts, and that their own and family's living expense should be limited to the amount of salary drawn. But where will you find a retailer with the courage to run his business, as it affects his own income, in this way? He simply won't do it, just because to do so will put uncomfortable handcuffs on his wrists and shackles on his ankles, and he does not like fetters.

The average retailer very much prefers to take out of his own store what he wants from it for himself and family, and to take what cash he requires for himself and family, and let things go hang! And he does things this way because he lacks courage to run his business the right and better way. Which means that the average retailer has a yellow streak in him: his grit fails him in this particular matter. He prefers to shut his eyes just at this point, and to go it blind, hoping that he'll come out all right, by the help of God or of the Devil. But to stand up to the matter of paying himself a definite, fair and sufficient salary, and of paying in cash for his own and his family's purchases from his own store and from other stores, and to keep down the living expense of himself and family to the limits of his salary; —to stand up, I say, to this matter, and look it squarely in the face, well, where is the retailer willing to do this?

The Retailer Can Do The Right Thing

Yet this same man, if his business were formed into a limited liability company, or if it were formed into a partnership, or if it became one in a system of chain stores with him as general manager, would have to live on a stated salary; would have to receive this salary at regular times; would have to charge against himself all purchases, and settle for them in cash. All of which means that this man, under outer compulsion, can and will do things which he will not do when the compulsion is self-imposed. It means that most of us have rather flabby wills, unequal to the performance of the commands of our conscience and convictions. It means that when right conduct is left solely to ourselves, when we can do the sneak act, we'll funk duty and become thieves.

Letters Wanted, Please!

Where is the retailer who will write me, saying: "Consarn ye, Kirkwood, you're a sanguinary liar when you tell me I haven't the grit to pay myself a salary and live on it; that I am a sneak thief, afraid to charge the goods I take from my own store for myself and family; that I haven't the courage to pay for any purchases with cold cash; that I am afraid to pay cash for purchases made on contra accounts; that I make my employees do what I won't do myself. You're a brute and a liar, and I am going to prove it to you, to myself and to all the world"?

If any retailer is prepared to say this thing to me, I'll apologise to him publicly, if he will send me his name and address, with the message—"Kirkwood, you're a liar, and I am ready to prove it to you twelve months from date."

Profit a Thing Apart

The salary a man should pay himself should not be confused with the net profits which every retailer should aim to obtain over and above the costs of doing business. The proprietor's salary should be regarded in the same way as the salaries or wages of employees—a charge on the business.

The amount of the salary which the proprietor should draw ought at least to be equal to his own legitimate personal requirements and those of his family, and living expenses ought to be limited to the amount of the salary. But beyond this sum collected from the business weekly or monthly—actually withdrawn from it—the retailer should aim to make a net profit—a profit over and above all expenses. The amount of this profit will have relation to turnover—and may be a percentage of the turnover or of the capital invested; or it may be put down arbitrarily—$1,000, $2,000, $5,000—whatever is a reasonable sum.

What Constitutes The Cost of Doing Business

Here again one must be careful to distinguish between net profit and interest on capital invested. Perhaps it will be made clearer if we put down, in a group way, the several classes of items which aggregated go to make up the cost of doing business.

These are:

1. Interest on capital invested (say 6 per cent. to 8 per cent.)
2. Rent (if you own the premises you occupy, charge as rent the sum another would pay if he occupied your premises instead of you).
3. Freight on incoming goods (including packing, drayage, duty).
4. Salaries (including an adequate one for yourself).
5. Fixed expense (insurance, light, fuel, taxes, water rates, telephone, etc.).
6. Interest (on borrowed money).
7. Incidentals (stationery, postage, cleaning and all miscellaneous items).
8. Delivery (including horse, wagon, stable, motor car, garage, repairs, supplies, twine, paper, etc.).
9. Advertising (including all forms of publicity endeavor).
10. Losses (including bad debts, shrinkage, spoilage, leakage, donations and subscriptions, thefts, etc.)
11. Depreciation (on furniture, fixtures, horse, car, premises, stock, etc.).

These several classes of expenditure, when added, constitute the cost of doing business; but unless all items are charged the cost records are faulty.

From the foregoing it will be seen that no provision has been made for a profit over all expenses. This desired profit

can and should be made a distinct charge, and will become a 12th item in the afore-named groups of cost items, in which case the list of cost groups becomes:

1. Interest on capital.
2. Rent.
3. Freight on incoming goods.
4. Salaries.
5. Fixed expense.
6. Interest on borrowed money.
7. Incidentals.
8. Delivery.
9. Advertising.
10. Losses.
11. Depreciation.
12. Desired year's profit.

These 12 groups of cost items may total $5,000 or $6,000, or $10,000 or any larger sum; it all depends on the magnitude of one's business; but whatever the total may be, it represents the cost of doing business, with a desired trading profit for the year ($1,000, $2,000, $5,000, etc.) figured on. Knowing these costs of doing business enables one to calculate the percentage cost of doing business, and informs the retailer how much goods he must sell in the year to recover all costs, plus the desired trading profit.

A Salary For The Proprietor

But if a retailer omits from his items of expense of doing business a proper salary for himself he throws out of true his calculations, and the error made may be serious. The correct calculation calls for the inclusion of an adequate salary for the proprietor which he will draw out in cash each week or month, and which he will use to pay his own store account, and all contra accounts; and these accounts will represent goods charged at regular retail prices.

The common way on the part of many who are really trying to do business honestly is to charge all goods used by self or family, and all personal or family contra accounts, into one's personal account, and to charge also all cash taken from the business for personal and family needs, and many good men, and particularly the older men engaged in business, handle their merchandise and cash accounts this way; and some will contend that this is a perfectly proper procedure. And some will say—"It's as broad as it's long. I own this business. What's the use, therefore, of all that nonsensical method of paying cash for goods." I do not propose to argue with these older men, or with the man who insists on doing his business in his own way, defiant of right methods. My message is addressed to that growing class of merchants who really want to know the right way of doing business, and who are ready to do business the right way. Now the right way, in respect of the item of his own affairs, is to pay oneself a sufficient salary—adequate for one's own and one's family needs, and to regard oneself as a salaried employee who must pay cash for all goods purchased, and who must confine his living expenses to the limits of the salary received.

Let the retailer, therefore, withdraw in cold cash, as his own salary $30, $40, $50, $60, $75, $100 a week—whatever sum is right and sufficient for his own and his family's requirements—and let him limit his living expense to this sum, and pay cash for goods purchased from his own store the same as any other customer does. If the retailer will do this he will be a happier man, a better business man, and probably will learn to make a profit on his year's trading—something which 9 men out of 10 in Canada and the United States are not doing.

It is both wrong and fallacious to charge into one's personal account what goods one buys and what cash one withdraws, and to let this account stand unsettled, a charge against one's profit interest; for thus one's cost of living is not fixed or regulated. If you ask 100 retailers, taking them as they come,—"What is it going to cost you this year to maintain yourself and family?" 99 of them will probably say—"I can't answer that question until the year's up." But if these 100 retailers were doing business according to the right method, every one of them would say instantly, "I am limiting my family's living expense to ——" (namely the sum), which sum will be withdrawn, in cold cash, weekly from the business.

A Separate Personal Bank Account.

When I say cold cash, I mean it. The sum may be taken out of the cash drawer on Saturday in the same way as are the wages of Smith, Brown and Jones, employees; or the prorietor may draw a cheque against his trading account, payable to himself, and deposit this cheque to the credit of a private or personal account, absolutely distinct from his business account; and all money used by him or his family will come from this private account; and if there's a balance left at the end of the year, good and well.

Finding Out The Profit or Loss

The point I am making is that by the method outlined one can tell absolutely at the end of the year's trading whether or not a profit has been made and how much; and this calculation will not be cluttered up with the confusing items of an unbalanced personal account. One will take his inventory and his total annual sales. The difference will represent the year's trading gain over the invoice cost of goods. Then one can place along side this trading gain the year's cost of doing business (including the desired net profit over all costs). Instantly one will be able to see whether or not these costs have been fully recovered; and the revelation will satisfy or accuse, as the case may be. For example:—

Your costs of doing business (including your own salary and a desired year's profit over all costs) total, let us say, $6.872. Sales are, let us say, $36,856. Invoice cost of goods sold is, let us say, $29,414. Then the record is:—

Invoice cost of goods.—$29.414	
Gross sales 36,856	
Gain over costs	7.442
Costs of doing business.	6.872
Excess profit made.....	$570

By excess profit is meant a profit in addition to the sum figured into the cost of doing business (as set forth in the summary of 12 group items above). We'll suppose that you have figured into your costs of doing business the sum of $1,800—$150 a month. In the illustration above, this desired year's profit of $1,800 has been exceeded by $570, giving you a net trading profit of $2,370—or almost $200 a month. And you have the satisfaction of knowing that this is clear profit over and above your own salary, and is not subject to reduction by unsettled personal and family accounts.

What Is a Right Salary?

The question arises—"What is a right salary to pay oneself?" This is a difficult question to answer definitely, for so many factors have to be taken into account. Some have said—"I will take double the sum I pay my highest paid employee." This is arbitrary, and may not be a safe guide.

Again, if one is a single man, without a family to maintain, what should he pay himself? And if the proprietor has a large family, should he draw out more than he would require if his family were smaller? Also the question becomes more complex when the business is owned by partners, each of whom is actively engaged in the business, and one of whom may be a single man, and the other a married man with a family.

In a general way, it may be said that the proprietor should pay himself a salary at least equal to his worth as a manager—the salary he is able to command in the open market, or the salary he would have to pay another to perform equal service; and this applies to the case of partners.

And yet the salary so determined is scarcely sufficient. The principal or proprietor should draw more as salary than an employee should draw, the extra sum taken representing payment for greater initiative and greater responsibility.

It is probably this view of the question that has led some to say that the proprietor should draw twice as much, in the way of salary, as his highest paid employee. This may or may not be excessive. Certainly one should not draw less than he can earn as an employee with another firm, or than he would require to pay an equally capable man to take his place to perform equal work.

These general suggestions may help the man who asks the question, "What salary should I pay myself?" to get a good working answer.

Turning Salary Back Into The Business

It is the habit of some men in business, especially when capital is very limited, and where every cent is required to finance the operations of business, to pay themselves a salary very much less than their open market value. This practice is scarcely just, for it gives an artificially lowered cost of doing business—one unfairly low. If a man (or partner) is ready to deny himself, to allow a larger sum to remain in the business, as working capital, he can accomplish his objectives by this simple method: (1) Pay himself a salary equal to his open-market

worth; and (2) re-loan to his business the sum in excess of his personal requirements, thus making himself a creditor of his own business. This is the better procedure—one which will prevent the error of an artificially lowered cost of doing business; and which will commend itself to one's banker. Also, it shows on the books just how much the business is indebted to its proprietor for money loaned it. So may a retailer give his business the assistance it may require; and so may his self-denial be treated in a business-like way.

A Partners' Problem

Recently there came a letter to me from a firm made up of two partners asking what should be the weekly salary withdrawal of each. One had a two-thirds interest in the business; the other one third. One took to the business an experience five times longer than that of his partner. One's personal sales for the past two years were 50 per cent greater than that of the other. With such slender and deficient data, I was asked to say what sum each should draw out as wages. With the data provided it was quite impossible to provide any helpful or definite answer. I mention the case to show how very real is the problem of the right salary one should pay himself.

Two men I know have a business in which they share equally—have an equal capital interest and draw out weekly equal sums, and share equally in the profits and losses of their enterprise. But one man is ten times as valuable to the business as the other who is unimaginative, without initiative, and a dull salesman. Dissatisfaction and eventual dissolution are the sure consequence of such a partnership.

A Day of Better Retailers

This is the day of better business methods, and, I should like to think, of better business men. Retailers everywhere are enquiring into the problems of how to do business better. Two major problems are: (1) How to increase sales and customers, and (2) how to know and recover the costs of doing business which should include an adequate salary to the proprietor and a desired net profit from the year's effort and risk of capital. A minor but most important problem is the question under consideration, the proprietor's own salary—how it should be collected, and its amount. I trust that the answers to the questions contained in this contribution to CANADIAN GROCER are clear, and will help some retailers to deal with a perplexing problem in a way satisfactory and advantageous to themselves.

Saskatchewan Merchants Endorse Proposed Regulations with Few Amendments

Ask That All Branches of Trade be Put on Same Basis as Retailers—P. B. Tustin, of Food Controller's Office, Relieves Anxiety of Co-operative Concern

WHOLESALERS, retailers, brokers, grain growers and representatives of co-operative organizations met in conference with P. B. Tustin, representative of the food controller at the Parliament Buildings, Regina, recently. The conference placed itself on record as favoring the regulations of the food controller in the main, and offering some suggestions whereby it was believed these might be improved. There is in existence in Saskatchewan a strong co-operative movement, absent to a large extent in other provinces. The co-operative organizations, included in which are the Saskatchewan Grain Growers, were well represented and put up a strong case. Thomas Sales, a director of the Grain Growers was chairman of the conference. W. W. Thomson, of the co-operative organizations' branch of the department of agriculture, was secretary.

Strong exception was taken to the clause preventing retailers from being members or stockholders of a wholesale firm. The consensus of opinion was that the clause limiting the number of calls of travellers on retailers and that centralising the delivery system should not be considered as a definite order, but merely as a suggestion.

The co-operative men claimed that there was in the proposed regulations clauses which would curtail the operations of co-operative organizations as at present conducted, but Mr. Tustin assured them that there was no intention on the part of the food controller of crowding out any organization.

Following is an amendment to the proposed clauses offered by J. L. Hutchinson and W. C. Paynter: "Resolved that each class of trade be required to give the same information regarding their business as outlined in the application for license for a retail grocer." This was carried. This clause of the proposal reads as follows:

REGULATIONS GOVERNING THE LICENSING OF RETAIL GROCERS

Class 6

Definition of Retail Grocer.—A retail grocer is one who sells direct to the consumer, and deals in the following enumerated lines:—

Cereals, flour, bread, biscuits, starches, baking powder, etc.
Sugar, syrups, confectionery.
Vegetables, potatoes, tubers and other root crops, and culinary vegetables.
Fruits and nuts.
Preserved meats and food preparations.
Preserved fish and preparations.
Dairy products, milk, butter, cheese, eggs and poultry.
Aromatics and condiments, coffee, chocolate, tea, spices, flavoring extracts, essence.
Fats, oils, soaps, candles, kerosene, vinegar.
Preserved fruits and vegetables, jams, jellies, etc.
Detergents and apparatus, alkalis, brushes, sponges, brooms, matches, etc.

Rule 1.

A retail grocer shall only do business in Canada provided he conforms to the Food Controller's regulations, and is licensed in accordance with the rules and regulations governing such class of business.

Rule 2.

With a view to the better conduct of business, and as a protection to the consumer, the following shall be considered as the minimum standard to which applicants for licenses shall be required to conform.

(a) Sanitary conditions, and equipment must be satisfactory to the Food Controller.

(b) Qualification not less than two years' experience in the retail grocery trade.

FORM OF APPLICATION FOR RETAIL GROCER

Class 6.

I/We hereby make application for a license under Class 6.

I/We have been established in business since .....

At last stock-taking the value of stock on hand was .....

(Give value of stock last stock-taking)

.....

(and date of same)

Our total assets are.....

Our total liabilities are.....

Our net surplus is.....

I/We agree to conform to the rules and regulations as laid down by the Food Controller from time to time.

.....

(Name of applicant)

.....

(Address)

.....

(Province)

License fee must accompany application.

The following resolution was adopted by the conference:

"This meeting representing manufacturers, wholesalers, wholesale jobbers, commission merchants, brokers, retail merchants, grain growers and co-operative associations interested in the handling and distribution of foodstuffs desires to place itself on record as recognizing the necessity at this time of national stress of the fullest possible conservation of our resources and approves of the regulations by the food controller making for efficient distribution and the avoidance of waste of either foodstuffs or of the man-power employed therefor.

"We further consider that any regulations passed to this end while guaranteeing a fair margin of profit to those forming a necessary part of an effective system of distribution should also protect the interests of the consuming public."

Those Present

Among those at the conference were —W. H. Inkster, retailer, Markinch, Sask.; F. Kusch, retailer, Maple Leaf Store, Regina; M. Kennedy, wholesale, Regina; C. W. Vivian, of the G. H. Smith Company, wholesale, Regina; J. H. Stephens, Trading Company, retail, Regina; J. W. Connor, Trading Company, retail, Regina; E. H. Thomas, Capital Grocery, retail, Regina; W. W. Thomson, department of agriculture, co-operative organizations, Regina; Thos. Sales, Saskatchewan Grain Growers' Association, co-operative organization, Regina; F. E. Raymond, secretary, Sask. Retail Merchants' Association, Saskatoon; J. L. Hutchinson, Retail Merchants' Association (provincial), Saskatoon; J. C. Nichol, merchant, Radison; H. D. MacPherson, retail mer-

(Continued on page 41.)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - - General Manager

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Vol. XXXII. TORONTO, FEBRUARY 2, 1918 No. 5

EDITORIAL BRIEFS.

"AND now," says *The Canner*, Chicago, "there comes the workless Monday."

* * *

THAT German socialist, Scheidemann is saying a lot of things to the Kaiser that we would like help along with a husky Amen.

* * *

A GERMAN professor states that there are not words strong enough to condemn President Wilson. Evidently the President has become to the Teuton, "the him we hate."

* * *

IT IS said that Germany has 892 imperial orders dealing with the sale of food. Under these circumstances, the German might almost consider the periodic fine as part of his overhead costs.

* * *

THE New York Central Railway recently had a consignment of turtles. As no one seemed just exactly to know where they came in the list of commodities they were billed as livestock. That's rather reversal of the usual idea regarding the tortoise.

* * *

B. C. ABBOT, the British Columbia Coast Market Commissioner, gave voice recently to a rather trenchant little remark when he stated that the country was "flooded with food control committees." The grocer is the man who knows it.

HOARDING

THERE has been brought to the attention of CANADIAN GROCER, a number of instances in which retailers were permitting their customers to stock large quantities of the old standard flour. This has occurred both in Toronto and outside points. The Food Control Department has issued a warning both to millers and retailers that they should not permit such action.

This practice is both unfair and unwise. Unfair in that it is giving one customer an advantage over another, unwise in that it gives color to the supposition that the trade is not doing its best to aid in the campaign of conservation. If such an opinion becomes prevalent then the trade may expect drastic action. It is the grocer's duty not only to obey the letter but the spirit of the law, and to see that his customers purchase such goods only in quantities that would meet their normal requirements.

THE FALLACY OF FIXED PRICES

THERE seems to be an impression abroad, fostered by the public press, that if only prices on all commodities were fixed by the government or the Food Controller or someone all would be well, and everything would be as it was before war had sent prices soaring.

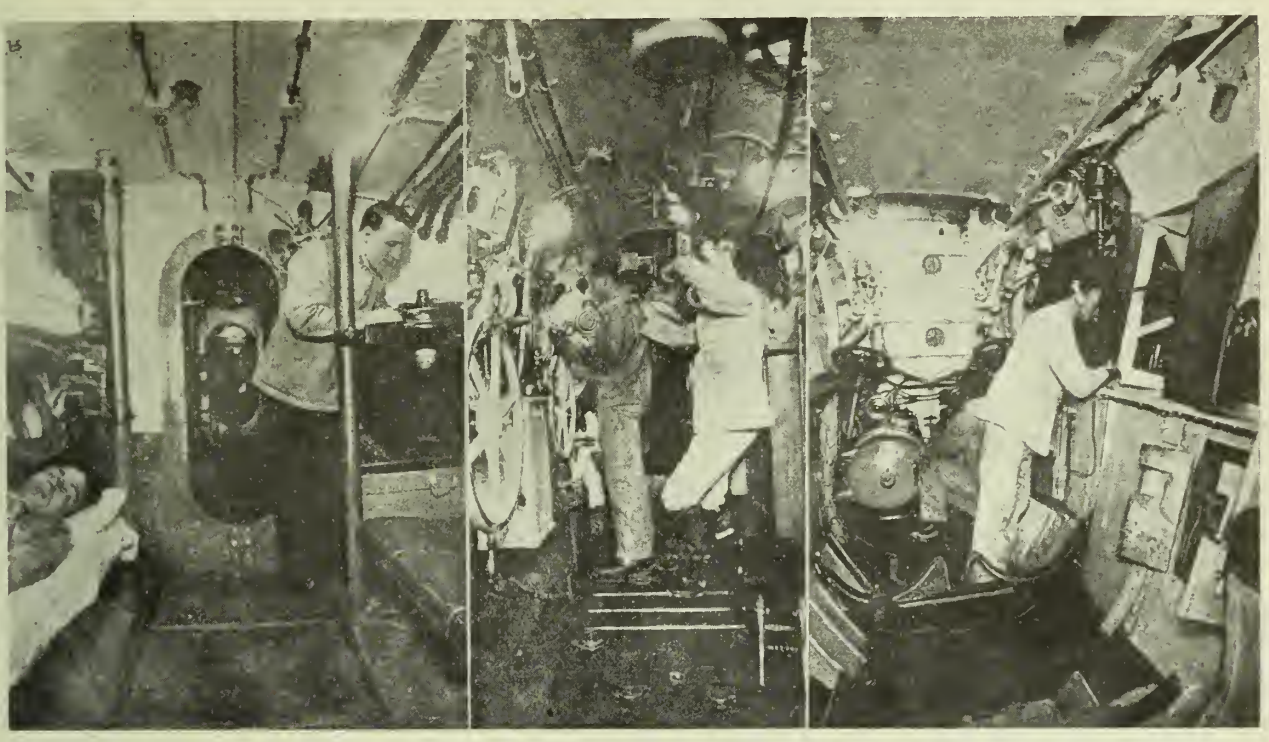
There is, however, the solemn fact to be faced that the world is drawing daily nearer to actual famine. Food is growing daily scarcer, and all the price-fixing in the world cannot change that fact.

What then could price fixing do? It would tend to eliminate the goods on which the price is fixed. Instance after instance has proved this true. You can fix a price but you cannot make the man who owns the goods sell at that price unless he so desires, and far less can you make him go on producing that article. In other words the price fixed, to be at all effective, must suit the producer, and when it does that it is not likely to be a great aid to the consumer. Wheat was fixed at $2.21. That was practically the actual market value of wheat, and the fixing of the price did no more than stabilize that price and give it an official standing.

Moreover, a set price that satisfies the producer will also have a tendency to lay undue stress on that commodity. It may very well mean production in excess of our needs at the expense of equally necessary articles.

As a matter of fact, the idea of a fixed price as a cure for anything seems to be a very far cry indeed. There is one way and one way only of decreasing prices at this time, and that is by a materially increased production. When you add to the actual stocks of foodstuffs you have done more toward lowering the cost of goods than all the price fixing in the world would ever do.

Current Events in Photograph—No. 5



THE HEART OF A SUBMARINE

THE submarine has become one of the great factors of the war, yet it remains still a good deal of a mystery. The photo above shows three views of the interior of a French submersible. On the left is the forecastle, or quarters of the crew. The compass is here also, and an officer is shown studying it. Center, amidships, the wheelsman is shown at his post, and an officer is shown looking through the vessel's periscope. Right, the stern of the vessel, wherein are located the ship's boilers and dynamos, and also the radio outfit, with which one of the men is shown at work.

Program of Canadian Produce Convention

To be Held in the Tecumseh House, London, February 5 and 6

The programme of the sixth annual convention of the Canadian Produce Association, which will be held at the Tecumseh House, London, Ont., on Feb. 5 and 6, is as follows:

Address of Welcome - By the Mayor of London
President's Address.
Inspection and Grading of Creamery Butter on Definite Standard—
(a) From Producers' Point of View, Frank Herns, London.
(b) From Manufacturers' Point of View, J. A. McFeeters, Toronto; Mack Waddell, Strathroy.
(c) From Dealers' Point of View, E. H. Hodgson, Montreal; J. M. Ham, Toronto; Jos. McLean, Toronto; E. M. Raney, Toronto.
The Method of Buying Cheese for Export from Canada, adopted by the British Government in 1917. Was it satisfactory as to regulation of price and as to condition of sale?
(a) From the Producers' Point of View, Frank Herns, London; Aug. Trudell, Montreal.
(b) From the Buying Commission's Point of View, Jas. Alexander, Montreal.
(c) From the Exporters' Point of View: Eastern Ontario, Mark Sprague, Belleville; Western Ontario, Thos. Ballantyne, Stratford; Montreal, Arthur Hodgson, Montreal.
Will There be a Surplus of Butter for Export in 1918? J. A. Ruddick, Ottawa; T. J. Coyle, Winnipeg.
The Effect of the Manufacture and Sale of Oleomargarine on the Dairying Interests of Canada. Arthur Vaillancourt.
Buying Creamery Prints from Country Creameries. Is the Practice Advisable? H. R. Gray, Montreal; John J. Fee, Toronto.

EVENING SESSION.

Banquet—6.30 p.m.
Addresses by Dr. W. J. Robertson, Hon T. A Crerar.

WEDNESDAY, FEBRUARY 6th
10.00 a.m.

Present Status of Egg Legislation re Inspection and Grading, R. J. McLean, Toronto.
Importance of Inspection and Grading of Eggs for Export—F. F. White, Toronto; Jno. Wilson, Montreal; H. B. Clemes, Toronto; J. K. Richardson, St. Mary's.
Outlook for Increased Egg and Poultry Production—W. A. Brown, Ottawa; Prof. W. R. Graham, Guelph.
Prospects of Ocean Space for Coming Season—A. H. Dalrymple, Montreal.

2.00 p.m.

Probable Export Demand for Canadian Farm Products after the War—W. P. McLagan, Montreal.
The Allied Buying Commission and its Relation to our Probable Export of Eggs, Butter and Poultry in 1918—Eggs, Richard Gray, Montreal; Butter, A. A. McKergow, Montreal; Poultry, H. R. Gray, Montreal.
The Advisability of a Weighmaster being Appointed in Toronto and Winnipeg—J. W. Atherton, Toronto; Mr. Lamar, Montreal; T. J. Coyle, Winnipeg.
Reasons for Establishing Produce Exchanges in Montreal and Winnipeg—James T. Madden, Toronto; C. M. Thacker, Montreal; T. J. Coyle, Winnipeg.
Report of Committee on Resolutions.
Report of Nominating Committee.
Election of Officers.

TORONTO GROCERS ADVOCATE EARLY CLOSING

There will be a meeting of Toronto Merchants held in the Retail Merchants' Assaciation assembly hall, College St., Toronto, on Wednesday afternoon to consider the matter of the early closing and to consider ways and means of getting the necessary support to induce the Board of Control to pass a by-law closing all the grocery, fruit and provisions stores at 6 o'clock.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

G. Milburn, general store merchant, Curryville, N.B., is dead.

R. McConnell, retail grocer, Main street, St. John, has retired from business.

A. O. Skinner has tendered his resignation as president of the St. John branch of the Retail Merchants' Association.

The Blue Ribbon Beverage Company, St. John, N.B., will rebuild their factories at a cost of $25 000.

Hamm Brothers, biscuit manufacturers, have been awarded their full insurance of $16,000 for the fire which destroyed their plant recently. Their loss was about $75,000.

Steen Brothers of St. John have leased a large building in Yarmouth, N.S., formerly used as a woollen mill and are having it equipped and fitted for use as a corn meal mill. It will be in operation in a short time.

Dr. W. C. Keirstead, representative of the food controller for New Brunswick, held conferences in St. John this week, first with the grocers and later with the fish dealers. The local dealers have been co-operating with the food controller but further measures are considered necessary and it was to discuss these plans that the meetings were held.

The Boards of Trade of St. John and Halifax are urging upon the C. G. R. the desirability of continuing the night trains between St. John and Halifax, ordered cancelled as a fuel saving measure, at least on Friday nights. One of their chief arguments is that these trains are needed to allow commercial travellers and other business men to get home for the week ends.

In reply to the Halifax grocers' refusal to handle bread at a profit of one and one-half cents per loaf, the bakers of the city have set their position before the public in a joint advertisement. They say that the retail profit is greater than that of the bakers and that to allow the grocers an additional profit would necessitate either their doing business with no profit or else raising the price to the consumer, who now pays 12 cents retail.

Quebec

J. Vezina, grocer, Quebec, has sold out.

J. Malouin, grocer, Quebec, has sold out.

J. E. Paquet, grocer, Quebec, has sold out.

Fortin & Fils, grocer, Montreal, has sold stock.

A. Messier & Co., grocers, Montreal, have sold out.

Jubinville & Co., grocers, Montreal, have sold stock.

Simoneau & Frere, grocers, Sherbrooke, have registered.

A. Pellerin, of St. Agathe, Quebec, butcher, called on the Montreal trade during the past week.

H. Monette, who is engaged in the butchering business at St. Agathe, Que., was a Montreal visitor.

Joseph & Co., wholesale grocers, Quebec, have suffered fire loss.

Jas. Roy, of Three Rivers, Que., fruit and vegetable dealer, was a business visitor to Montreal last week.

John Fagnon, fruit and vegetable dealer, of Three Rivers, Que., was a visitor to Montreal during the past week.

W. J. McGee, office manager for Kearney Bros., tea importers, Montreal, has been confined to his house with a severe cold.

John Wilson, sales manager for Matthews, Limited, wholesale provisions, Montreal, is in the West, having gone as far as Winnipeg.

George H. Macy, tea merchant of New York, is dead. Mr. Macy was head of the firm of Carter, Macy & Co., Inc., of New York City, and was in his sixtieth year. He had retired from business in 1916, having been actively engaged in the tea importing business for 35 years. The Canadian representatives of the Carter-Macy firm are the John Duncan Co., of St. Paul Street West, Montreal.

Ontario

P. Purvis, general store, West Lorne, has discontinued business.

F. K. Phillips, produce, etc., Blenheim, suffered loss by fire.

Kramyr & Co., grocers, Timmins, have discontinued.

T. J. Ralph, grocer, Ottawa, has been succeeded by A. Ronen.

The Swift Canadian Co. contemplate building a packing house at Hamilton, Ont.

Matthews-Blackwell, Ltd., packers, suffered loss by fire at the Peterborough plant.

Young Co., Ltd., wholesale grocers, North Bay, Sudbury and Sault Ste. Marie, have been succeeded by National Grocers, Ltd.

Plans for a pickle factory are being discussed by the farmers and growers of Sarnia in conjunction with the representative of a big Canadian firm.

Interprovincial Flour Mills, Ltd., has been incorporated at Renfrew with a capital of $500,000 to carry on business as manufacturers of flour and other meals and cereals, and to deal in grains and foodstuffs.

Western Provinces

Frazer's Grocery, Regina, Sask., has sold out.

D. Peck, grocer, Winnipeg, has discontinued.

C. P. Adamson, grocer, Bethany, Man., has sold out.

A. E. Taylor, grocer, Dauphin, Man., has sold out.

E. P. Haldane, general store, Canwood, Sask., is dead.

I. Genser, general store, Stonewall, Man., has sold out.

T. R. Haldern, grocer, Winnipeg, has discontinued business.

C. B. Emberley, grocer, Winnipeg, has discontinued business.

F. Maxwell, general store, Chatfield, Man., has suffered fire loss.

S. D. Bell, grocer, Winnipeg, has been succeeded by H. Thompson.

A. L. Macmillan, grocer, Winnipeg, has been succeeded by A. Ellis.

S. D. Bell, grocer, Winnipeg, has been succeeded by H. Thompson.

Alexander Grocery Co., Camrose, Alta., has suffered loss by fire.

O. M. Leeper, general store, Findlater, Sask., has sold to W. Wilson.

J. B. Muter, general store, Broderick, Sask., has sold to B. M. Parkinson.

A. W. Reimer & Sons, general store, Giroux, Man., have suffered fire loss.

E. Bay, general store, Dauphin, Man., has been succeeded by Bay & Katz.

L. Freifeld, general store, Bruderheim, Alta., has been succeeded by Mahlin & Dlin.

Royal Trading Company, general store, Zealandia, Alta., P. K. Shatilla, has retired.

Revenue Trading Co., general store, Revenue, Sask., has dissolved partnership.

The Isman Cigar Co., manufacturer, Brandon, Man., has removed to Regina, Sask.

Mrs. N. M. Summerton, grocer, Winnipeg, has been succeeded by W. H. Lorne.

Macklin Trading Co., general store, Macklin, Sask., has been succeeded by J. Thomson.

North Annex Farmers' Trading Store, grocers, Regina, Sask., has changed ownership.

The Victoria Whaling Company, Kyuquot, B.C., are erecting a whaling cannery plant with a capacity of 30,000 to 50,000 cases.

D. D. Friesen, general store, Laird, Sask., has been succeeded by Lang, Morden & Weber.

Richman & Schiffer, general store,

Altona, Man., have been succeeded by Richman Bros.

F. Marantz, general store, Sifton, Man., has sold Southey branch to Moscovitz & Silverman.

Fuller & Smith, grocers, Bow Island, Alta., have dissolved, A. W. Fuller continuing the business.

Creamery plant owned by the Edmonton City Dairy Ltd., at Stettler, Alta., was completely destroyed by fire.

Zagins & Schachter, general store, Readlyn, Sask., have dissolved, H. Schachter continuing the business.

Watson & Truesdale, manufacturers' agents, Winnipeg, have moved into larger premises at 156 Lombard St., in the Telfer Building.

Prince Albert reports a good demand in that city for margarine. The highest grade retails for 40 cents or two pounds for 75 cents. Margarine is now handled by the majority of grocers in the city.

N. L. Green addressed the Regina Rotary Club on the tobacco trade, letting the members of the club into the secrets of the trade. Cultivation of tobacco by white men in Virginia dated back to 1612, Mr. Green stated.

S. C. Burton, manager of the Cameron Heap wholesale firm, Regina, left on January 23 for a seven weeks trip in the southern States. He will visit California, Florida, Virginia, Kansas and may make a flying trip to Honolulu.

MONTREAL MERCHANT WINS SUIT

Onezime Champagne, Notre Dame street west, Montreal, was awarded $4,000 and costs recently by Mr. Justice Panneton, in the Superior Court, in a suit against the Canadian Pacific Railway—the outcome of an expropriation made seven years ago for the widening of Notre Dame street east.

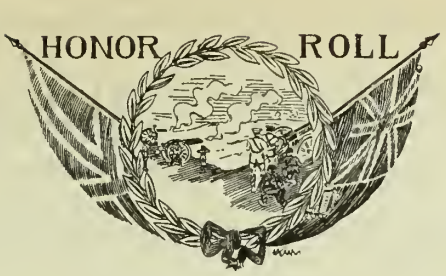
Champagne owned a grocery store on Notre Dame street, near Montcalm street. When the railway company closed the streets in this vicinity the plaintiff took action for $11,000, but the judge thought that $4,000 would cover the injury occasioned.

REGINA, SASK., FAVORS DAYLIGHT SAVING

Regina Board of Trade favors a dominion-wide daylight saving scheme, to go into effect by moving all clocks ahead one hour the last Sunday of March and by moving them back a like time the first Sunday in November.

ST. STEPHEN, N.B., RETAIL MERCHANTS' ASSOCIATION ELECTS OFFICERS

At the annual meeting of the St. Stephen branch of the Retail Merchants' Association officers were elected as follows: President, S. DeWolfe; vice-president, Parker Grimmer; second vice-president, Fred. Sears; treasurer, Chester Gregory; secretary, H. E. Beek; additional members of executive, R. D. Ross, W. A. Mills and Alexander Boyd.



ROLL OF HONOR

Leonard S. Fairweather, who conducted a provision store in St. John before enlisting two years ago, has been reported wounded again. He had just returned to the firing line after recovering from previous wounds.

Lieutenant Norman McLeod, formerly a member of the firm of A. C. Smith & Co., wholesale produce dealers, St. John, has been awarded the Military Cross for gallant conduct in the last big drive.

MANITOBA UNIVERSITY INAUGURATES BUSINESS COURSE

Speakers of Nation-Wide Reputation Will Deal With Important Business Subject

The University of Manitoba is putting on a short course in merchandising early in February, and a splendid programme has been drawn up by the advisory committee, the speakers including Frank Stockdale and G. Pryor Irwin. The former is known all over America as an expert on merchandizing. Mr. Irwin is instructor and lecturer on retail selling and store management at the University of Wisconsin. Both these men have been engaged to lecture at Winnipeg at considerable expense. It is claimed that this is the first course in merchandising ever put on by a Canadian university. The program is as follows:

Monday, February 4th

P.M.
3.00 to 5.00—Enrolment.
8.00—The Value of Commercial Education.
Jas. A. MacLean, LL.D., President, University of Manitoba.
The Indirect Training of the Business Man.
Dr. W. A. McIntyre.
George N. Jackson, Chairman.

Tuesday, February 5th

A.M.
9.30—Organizing a Country Retail Store.
G. Pryor Irwin.
10.30—Advertising in a Country Newspaper to Get the Best Results.
F. Pratt Kuhn.
11.30—Question Box or Consultation Period.
G. Pryor Irwin presiding.

P.M.
2.00—A Mailing List—The Value of Circular Letters in Business.
Chas. S. Wiggins.
3.00—Store System and Retail Accounting.
John Parton, C.A.
4.00—The Art of Selling—Training Salespeople.
G. Pryor Irwin.
6.30—Complimentary Dinner given by the business men of Winnipeg at the Royal Alexandra.
George N. Jackson, Chairman.
Address by His Honor Sir James Aikins, Lieutenant-Governor of Manitoba.

Wednesday, February 6th

A.M.
9.30—Running Your Store With Your Eyes Open.
G. Pryor Irwin.
10.30—National Advertising—its value to Dealer and Customer.
F. Pratt Kuhn.
11.30—Question Box or Consultation Period.
Frank Stockdale presiding.

P.M.
2.00—What Merchandise to Carry—Markets—Customers.
Frank Stockdale.
3.00—Goods—How to Know Them and Show Them.
G. Pryor Irwin.
4.00—Window Dressing and Show Card Writing.
Robt. C. Skinner and F. T. Baxter.
8.00—Increased Selling Efficiency—What It Means to You.
Frank Stockdale.

Thursday, February 7th

A.M.
9.30—Turnover—Figuring Profits—Perpetual Inventory.
Fletcher Sparling.
10.30—Co-operation of Manufacturer and Wholesaler with Dealer.
W. A. McKay.
11.30—Question Box or Consultation Period.
G. Pryor Irwin presiding.

P.M.
2.00—Service—Customers and the Goods They Need.
Frank Stockdale.
3.00—Facts a Merchant Should Possess.
G. Pryor Irwin.
4.00—Commercial Law.
W. H. Trueman, K.C.
8.00—Modern Methods in Business.
Frank Stockdale and G. Pryor Irwin.

Friday, February 8th

A.M.
9.30—Your Home Town—Its Development and Prosperity.
Frank Stockdale.
10.30—Co-operation Among Retailers—Value to Your Town and Yourself.
G. Pryor Irwin.
11.30—Question Box or Consultation Period.
Frank Stockdale presiding.

P.M.
2.00—Cash—Credit—Collections—The Future of Your Trade.
G. Pryor Irwin.
3.00—Sectional Meetings—to be presided over by Chairmen to be appointed.
8.00—Visitors attending Short Course will be entertained.

ON FOOD RESOURCES COMMITTEE

R. H. Wiliams, of the R. H. Williams and Sons departmental store, Regina, has been appointed divisional representative for the Regina division of the newly created publicity section of the national committee on food resources.

REGINA HAS CO-OPERATIVE FOOD CONCERN

Regina's first retail co-operative enterprise, the Regina Consumers' Co-Operative League, is opening a store in the Alden block, Twelfth Avenue, on February 1st. The principle involved is spot cash, no cut prices and profits divided among buyers according to amount of purchases. William Ferguson for five years with the Hudson Bay Company, Calgary, is manager.

A CALF PRODUCTION CONTEST

The Chisholm Milling Company, Toronto, has inaugurated a contest tending to increase the production of beef, one of the essential food items. The contest is for boys and girls and is known as the Checkerboard Calf Club. Any boy or girl under 18 years of age who wishes or who has the opportunity can enter a calf in this increased production contest and get in line for the prizes that will be given on the award of a committee of judges. The only obligation is that the calf shall be raised on the calf food produced by the company.

The idea is to stimulate the production of beef and to get the younger generation interested in the important matter of production.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

EMBARGOES and rumors of embargoes have been numerous during the week. Two that definitely materialized applied on shipments of beans of all kinds and margarine from the United States into Canada. Lima beans that were in transit to Canada were stopped by the United States Government and commandeered. Some Michigan white beans had been sold to arrive but these will not now be permitted to come forward. After a short but merry whirl in the Canadian market, margarine from the United States manufacturers is again under the ban. Further sales have been stopped by the United States Food Controller. Intimations were made that since Canada is an exporter of butter she is not very badly in need of margarine.

Canadian flour mills made the shift to the new grade of flour on Monday of this week and deliveries were made to their customers by some of the mills early in the week. There has been a very active demand for the old grade of flour, mills having orders for more than they could fill in the specified milling time. Price for new grade has been fixed for Eastern Canada at $11.10 per barrel carload basis for Manitoba, and $10.60 for Ontario winter wheat flour.

Advances have been numerous in grocery commodities during the week and include peanut butter, jelly powders, popcorn, birdseed, glass washboards, tobaccos, soap powders, cleanser, lye, baking powder, vaseline, potato flour.

As a result of the embargo on margarine a firmer trend characterizes the market for dairy butter. Storage creamery butter and storage eggs were higher in price. Stocks of cottonseed oil coming into Canada have not been plentiful and shortening supplies are still within narrow compass.

Embargo on shipment of sugar into Canada is still in effect but refiners still anticipate it cannot be long-sustained. Peanuts and shelled walnuts were in firm market with advances recorded. By reason of the embargo on canned goods coming into the Canadian market from the United States the Canadian market for canned corn and tomatoes shows additional firmness during the week. Business has been seasonably good but shows a slight diminution in some quarters over the previous week.

QUEBEC MARKETS

MONTREAL, Jan. 29.—Severity of weather has had a real effect on the movement of supplies to outside points. Dealers do not claim a dearth of orders but they are handicapped by the difficulty of transportation. Price changes have not been numerous. Among these is a firming tendency in rolled oats and oatmeal. Canned oysters are up about 10%. Nestle's food is higher to $8 and $8.20. Peanuts are up one cent. Whole and ground flaxseed advanced from 7½c to 9c per pound in bags. Sugar is now quoted at $8.40 by three firms and at $8.55 by a fourth, as shown elsewhere. The bean market is ruling very strong. Millers are now making the new standard flour but the prices are held as "open." Teas, coffees and spices are all ruling strong.

Ground Flaxseed Strong; Baby Food Is Higher

Montreal.

VARIOUS LINES—There has been an advance this week in the price of whole and ground flaxseed. The former price in bag lots for both whole and ground was 7½c per lb. in bags. This has been advanced now to 9c per pound and the tendency is still firm. Nestle's food, sold in some of the outside districts by the grocery trade, is marked up about 5 per cent., the present price being $8.20 less the usual 5 per cent.

Oysters In Tins Are Advanced About 10%

Montreal.

OYSTERS IN TINS—An advance has been made in the price of oysters put up in tins. This applies to the five and ten ounce tins, and represents about 5 per cent. of an increase. The five ounce size are now $2.25 per dozen and the ten ounce $3.75. Scarcity of containers and the present shortage of oysters from the fishing grounds have contributed to this change.

Sugar Situation Fair With Less Price Spreads

Montreal.

SUGAR—The difficulty of getting in raw supplies is the interesting feature for the week. As one large refiner stated to CANADIAN GROCER when questioned as to the exact position: "The railway situation is intense." A temporary embargo has been placed, says this same source, on all freight to points west of Montreal. Raws have been coming to hand reasonably well and refiners are doing all that is possible to keep abreast of rather liberal orders. The prices this week are shown with less spread, as below:

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 40
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 55
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Rice Will Be Higher Under Present Tendency

Montreal.

RICE—There is every indication of a firming tendency to the rice market, and this is true also of tapioca. Freights having increased are largely responsible for a firming of prices already, but no new quotations are made. There is no great volume of trading either locally or at import centres, but prices everywhere are well held.

Carolina	10 00	11 00
"Texas," per 100 lbs	....	9 50
Patna (good)	....	9 40

Siam, No. 0	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 00
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packing rice	....	7 70
Tapioca, per lb.	0 15	0 10
Tapioca (Pearl)	0 15	0 10

Honey Prices Well Held With Fair Sales Made

Montreal.

HONEY AND MAPLE PRODUCTS—The honey market rules firmly with sales made of the usual small lots at prices quoted last week, as under. Maple syrup and sugar are unchanged and the demand is about normal for this time of the year.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½
Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Canned Corn, Peas And Tomatoes Ruling Strong

Montreal.

CANNED GOODS—A hand-to-mouth business characterizes the situation on canned goods. There is little sale for any of the lines in the list. A strong market rules for tomatoes and the same may be said of peas and corn. Supplies in some quarters are said to be very good and it is thought that for the immediate future there will be no shortage.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 00
Pinks, 1-lb. talls	....	2 40
Coboes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 07½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s. doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Interest Still Centres Around Molasses Market

Montreal.

MOLASSES AND SYRUPS—The serious aspect of shipping is giving importers great concern as to how delivery can be made of the orders already taken. The situation is really worse. Prices are decidedly firm at the advances recorded last week in CANADIAN GROCER. Demand at primary points is still greater than can be met. Corn syrups held steady without change.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 05
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

Barbadoes Molasses—	Prices for Fancy, Island of	Choice, Montreal
Puncheons	0 91	....
Barrels	0 94	....
Half barrels	0 96	....

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

"NEVERMORE."

On this world by horror haunted—tell me truly, I implore!
Will you—will you ever—start another conquest war?
Quoth the Raven—"Nevermore!"
—Hamilton "Spectator."

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		5 50
Barrels, per 100 lbs.		8 00
Half barrels, per 100 lbs.		8 25

Still Stronger Tendency To Price Of Beans

Montreal.

BEANS—There is a decidedly firm tone to the bean market and it is stated by one of the large importers here that the prices are very likely to go higher. As a consequence of reported buying for the French Government of the entire available Japanese crop, this is said to have caused an inflation of prices and that these are likely to be higher here, probably to the extent of one dollar per bushel. No changes are reported as yet. One jobber has received two carlots of Burmah beans which are jobbing at $7 per bushel. Quality is reported fairly good. Peas are somewhat dull.

Beans—		
Canadian, hand-picked, bush.	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	0 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	0 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 90 lbs.	11 00	11 25
Barley (pot), per bag 90 lbs.	6 25	7 25
Barley, pearl, per bag 90 lbs.	7 50	0 00

Nut Market Is Quiet; Some Peanuts Marked Up

Montreal.

NUTS—There is but a small demand for nuts and that which exists is for immediate filling in of odd kinds. The only feature of the week is that of an advance for peanuts in the shell, and these have gone higher with one jobber one cent per pound all around. Large shipments of nuts and raisins have been lost as a consequence of two large ships being torpedoed within the last two weeks. Supplies at import centres are light with prices held, and trading light.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 10
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1.	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2.	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 59	0 61
Walnuts (Marbots), in bags.	0 22	0 24
Walnuts (California), No. 1.	....	0 24

Some New Currants In; Stocks Light Some Lines

Montreal.

DRIED FRUITS—There is but a limited trade for dried fruit. Of prunes, apples and peaches, some report that stocks are getting appreciably less from week to week and prices are firmly held. Some supplies of dried fruits have been received here and there. One importer reports the receipt of a shipment of currants, and these will relieve, to some extent, the shortage that has existed for some time. It is thought that stocks are low at many points and that prices will be fully maintained on all lines. No changes are reported for the week.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	0 22	0 23
Peaches (fancy)	....	0 21
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12

Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	....	2 25
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Prunes—		
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	....	0 12½
70-80s	....	0 12
80-90s	....	0 11
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Rolled Oats Very Firm; Other Cereals Unchanged

Montreal.

CEREALS—A firm tendency marks the situation on rolled oats. These are firmly held and some have marked quotations higher, these increases being within the spread quoted below. The package varieties are held at higher prices as quoted below. Cornmeal and other cereals are in firm market. It is stated by one of the largest jobbers that standard and granulated oatmeal are due for an advance of 25c per sack within a few days.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 85	6 25
Oatmeal, granulated, 98 lbs.	5 85	6 25
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 30	5 65
Rolled oats (family pack.), case	5 65	5 75
Rolled oats (small size), case	2 00	2 05
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

Milling Of New Flour Now Wholly Adopted

Montreal.

FLOUR AND FEEDS—The mills are now working under the recent new regulations and the new standard war flour being turned out is very satisfactory say they. It is claimed to be very palatable and nourishing and can be used to good purpose also in making pastry, as experiments have shown. At present an open price is being asked pending the announcement of the fixed price. This will be about $11.10 for the war standard flour per sack in car lots and less quantities will be about $11.30, these as made from spring wheat. Blended flour will be around $11.05 for less than car lots and $10.85 for car lots, while the winter wheat flour will be about $10.60 for car lots and $10.80 for small lots. No special middlings are now obtainable. Feed oats are very firm and are quoted at $1.03 to $1.05 per bushel.

	Car lots	Small lots
War Standard Flour—		
From Winter wheat	....	....
From spring wheat	....	....
Blended flour	....	....
Bran, per ton	35 00	....
Shorts	40 00	....
Feed oats, per bushel	1 03	1 05

Local Coffee Market Is Firm; U.S. Prices High

Montreal

COFFEE.—In the New York markets this week the trading has been active and prices ruled high for the most part. Locally there has been a tendency to firmness, but one large importer, questioned by CANADIAN GROCER, stated that there would probably be less tendency to price-raising in view of the announcement just made that France has shut down for the present on imports, having enough supply for her needs during the next year. Trading here is fair at unchanged prices. Cocoa is held unchanged.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Tea Importers State Prices Due For Change

Montreal.

TEA.—In view of the freight situation particularly, importers here state that there is every indication of higher prices for tea in the very near future. There is little disposition to seek new business upon the part of importers of Japans. Business is reported active and while prices are held unchanged there is a firm tone to the market. One importer has withheld making quotations for the present.

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Spice Market Is Generally Firmer

Montreal.

SPICES.—Limited trading is being effected in spices but the prices are firmly maintained. This is true of the primary situation, trading being confined to a small compass. Peppers, cloves and gingers as well as cream of tartar are all particularly firm, but unchanged. One local importer has had enquiry from the United States for prices on certain commodities, and this indicates the bareness of that market.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Fruit And Vegetables Quiet; Prices Easier

Montreal.

VEGETABLES AND FRUITS.—The demand for fruits and vegetables is quiet, and this condition is expected to continue for the immediate future by the produce men. Severe weather has prevented the marketing of potatoes and this has held the price without change. Just as soon as favorable weather comes, dealers are agreed that prices will be less. Carrots are some easier. Cabbage is some cheaper, while with many lines there is an easier tendency, due to the quiet demand for most lines.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, Cal., according to size	4 50	7 50
Oranges (bitter)	....	4 00
Grape fruit	3 50	5 00
Lemons (fancy new Messina), as to size	4 50	7 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
McIntosh Red	....	8 00
Ben Davis	5 00	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Russets	4 50	7 50
Apples, boxed	....	2 75
Pears (eating)	2 50	4 00
Cauliflower (California), crate, according to size	2 25	4 50
Cabbage, Montreal, per bbl.	....	2 50
Cabbage, Montreal, doz.	0 75	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	6 50	8 00
Celery, Cal., 2 doz. crate	....	4 50
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 00
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 50
Potatoes (sweet), per hamper, as to size	2 50	4 50
Potatoes, bag	2 15	2 40
Carrots, bag	0 75	1 00
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)	....	1 25
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	1 50	1 75
Lettuce, curly (4 doz.), box	2 25	2 50
Tomatoes, pound	....	0 30
Horse radish, per lb.	....	0 25
Beans, wax, bag, U.S., 20 lbs. to basket	....	8 00
Beans, green, bag, U.S., 20 lbs. to basket	....	8 00
Leeks, per doz.	3 50	4 00
Parsley, doz.	....	0 60
Parsley, Bermuda, doz.	....	1 00
Mint, doz. (American)	....	0 40
Watercress, American, doz.	....	1 25
Watercress (Canadian)	....	0 70
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 20
Sprouts, Brussels, American, qt.	0 25	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb.	....	0 25
Dried thyme, dried savory, dried marjoram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 50	2 75
Peppers, per bkt.	....	1 25
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	20 00	21 00
Cranberries (new), small size, bbl.	....	15 00

ONTARIO MARKETS

TORONTO, Jan. 30.—Changes have been quite numerous in grocery commodities during the week and have served to create an active interest in market conditions. Speculation as to what the new Food Controller is likely to do in the way of price regulation has been current. Wholesalers have been frank in expressing the opinion that in order to have effective regulation it should be carried out impartially all the way down the line. There has been little satisfaction over the way the former Food Controller conducted affairs pertaining to his office. Business has been seasonably good during the week, although in some quarters a slight lull was noticeable. Storm conditions have interfered with trade in no small degree.

To Release Java Sugars; Embargo Still In Effect

Toronto.

SUGAR.—The railroad embargo on shipment of sugars out of the United States was still effective at the time of writing. This has caused the arrival of sugars in Canada to be shut off temporarily. The situation in the Cuban market is one of interest in that, through the lack of transportation facilities, stocks of raw sugar are beginning to accumulate. Owing to the non-arrival of raw supplies into the United States market refiners have not been able to operate to the extent they had anticipated a month ago. Since January 1 refiners at the four large ports of the United States have melted but 49,000 tons of raws as compared with 105,000 tons in the same period last year. There are now 176 centrals grinding on the island as compared with 161 in 1917. Visible production to January 19 was 267,318 tons as compared with 215,529 tons last year. Advices from Java state the planters are making important concessions to sell the crop, which commences harvesting in May, 1918. Sales of some 60,000 tons of new crop Javas at from 2.35c to 2.78c per pound were reported by cable from Java during the week. Compared with price for Cuban raws these prices are lower, and should they reach the markets of United States may have an effect on the market on this continent. Canadian refiners held their quotations unchanged in price during the week. Arrivals of sugar have been light and stocks in wholesalers' hands are within narrow compass.

Atlantic, extra granulated	8 54
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated.	9 04
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Bird Seed, Cleanser, Jelly Powders All Up

Toronto.

BIRD SEED, CLEANSER, JELLY POWDERS.—Higher prices have been announced on Cottam's and Brock's bird seed to the extent of 1c per pound, making the price now 12½c per pound. Popcorn has also advanced and old 1c package will now have to be sold for 2c. In gross lots of 144 the price is $2. Former 5c size package will have to be sold at 7c, cases of 50 packages now being quoted at $2.65 per case, while cases of 24's are quoted at $1.35 per case. Babbitt cleanser has been advanced in price following intimations made in these columns that an upward tendency was probable, new price being $4 per case. Babbitt lye has advanced still further, and is now quoted at $4.50 for 48's. Babbitt soap powder No. 1776 is higher at $4 per case. Jelly powders have been advanced quite generally, McLaren, Invincible, Shirriff's and Pure Gold all selling on the same basis; 3-oz., $1.15 per dozen in gross lots; 4-oz., $1.50 dozen; 6-oz., $2.40 dozen; 12-oz., $4.60 dozen; 5's, $27.25. Paper bags have been reduced in price to the extent of approximately 8 per cent. through the change in discounts. Glass washboards have been advanced 50c per dozen, Canuck line now being quoted at $5.50 per dozen. Dominion Tobacco lists have been advanced, making the price now 68c per pound for Black Bess 8's and 16's, 82c per pound for Sealskin 10's, and 78c per pound for Nabob 1/18's. British Navy black 8's are quoted 61c lb., and bright 8's at 64c lb.; British Navy bars 7½'s are quoted 64c lb.; King's Navy bars 8's at 62c lb.; Beaver bars 3's, 75c lb.

Peanut Butter Higher By 1c Pound

Toronto.

PEANUT BUTTER, BAKING POWDER, VASELINE, POTATO FLOUR, SAUCES.—Higher prices have been announced on McLaren's peanut butter, which makes the range of prices on 15-lb. pails 24c to 26c per pound; 24's and 50's, 23c to 25c per pound. Eggo baking powder has been advanced and now sells at following prices:—4-oz., $1.15 dozen; 6-oz., $1.60 dozen; 9-oz., $2.25 dozen; 12-oz., $2.65 dozen; 16-oz., $3.25; 2½-lb. $7.20 dozen; 5-lb., $13.60 dozen. Eggo bakers' special, in 60-lb. tins, is quoted at $10.50 tin and in 10-lb. tins at $22 dozen. Taylor's soap powder has been advanced to $2.50 per box in single box lots and $2.45 in five-box lots. Blue Seal vaseline in bottles 36—No. 1 has been advanced to 60c dozen. Infants' Delight soap has been advanced to $3.60 per gross. Rosy Posy soap has been advanced to 80c per dozen, or $9 per gross. Cesco potato flour 20's is higher at $3.60 per box. Holbrook's sauce is one line in which there has been no increase in price. The manufacturers in England announced at the beginning of the war they would pay war risk premiums on shipments of Holbrook's sauce to the Dominion. Since that time they have absorbed increased freight rates and duty as well as increase in cost of packing cases, so that the Canadian trade to-day is able to obtain Holbrook's sauce at practically same prices as before the war. This firm asserts they will endeavor to maintain the price at its pre-war level to the retail trade, although this cannot be definite. Further increases in cost of raw material, bottles, cases, and freight may mean a proportionate advance in their prices. At present time they have a fair stock at their Toronto and Vancouver houses, and as far as these are concerned at any rate it is pointed out there will be no advance.

Bulk And Tin Molasses Advance Considerably

Toronto.

MOLASSES, SYRUPS.—There was a continued strong market for molasses during the week, fancy Barbadoes and choice Barbadoes in bulk having advanced 2c per gallon. Fancy Barbadoes is now quoted at 94c per gallon and choice at 84c per gallon. West India molasses held in steady but very firm market at 55c to 58c per gallon. New Orleans molasses in tins was quoted 5c per dozen higher by manufacturers owing to higher cost of containers. Corn syrups and cane syrups held unchanged in price. There is a fair demand for molasses. Domolco molasses in tins was advanced 50c per case on 2-lb. tins, 75c per case on 3-lb., and 60c advance on 5-lb. and 10-lb. tins. Baking grade of tin molasses also advanced 50c per case on 2-lb. tin. New prices are as follows:

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
Molasses—		
Fancy Barbadoes, barrels	....	0 94
Choice Barbadoes, barrels	....	0 84
West India, ½ bbls., gal.	0 55	0 58
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Canned Corn And Tomatoes Firmer

Toronto.

CANNED GOODS.—Due to the embargo placed on the shipment of canned goods by the United States the market for corn and tomatoes in Canada has taken on a measure of firmness. Tomatoes are being quoted as high as $2.75 per dozen in some quarters, while prices on corn range from $2.40 to $2.60 per dozen, according to brand. In our report of last week the price of Stuart's jams were given as the price of St. Williams jams. Following are prices on Stuart's jams: Strawberry, 16-oz., $3.15 dozen; 4-lb. tins, 85c tin; raspberry, 16-oz., $3.15 dozen; 4-lb. tins, 85c tin; tumblers, $1.50 dozen; black currant, 16-oz., $3.05 dozen; 4-lb. tins, 83c tin; tumblers, $1.50 dozen. St. Williams jams are quoted as follows: Strawberry and raspberry 4's, 80c tin; black currant 4's, 77c tin. Beets were being quoted as low as $1.50 per dozen in one quarter during the week by way of a special on 2's. Golden wax beans advanced, and are now quoted at $2.10 dozen.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 25
Sockeye, ½s, doz.	2 35	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Coboes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 85	2 25
Peas, early June	1 90	2 32½
Beans, golden wax, doz.	....	2 10
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 80	0 85
Do., black currant, 4-lb. tin	0 77	0 83
Do., strawberry, 4-lb. tins	0 80	0 85
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Figs Depleted; Currant Steamer Safe

Toronto.

DRIED FRUITS.—The light arrivals of Comadre figs in mats, reported last week, have already been cleaned out. Only a partial shipment of these figs was received and there was eager buying. Supplies of these figs had all been sold to arrive. Prunes are very scarce in the local market, and at primary points there is a similar scarcity. Arrivals during the week were nil. Three cars of raisins reached local wholesalers during the week, there being one each of seedless, seeded and bleached Thompson's. Currants were in firmer market, prices in some quarters having been advanced 2c per pound to 29c.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	....	0 16¾
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	....	0 30
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 32
Citron	....	0 35
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 29	0 30
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	5 00
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	....
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 14	0 16
60-70s, per lb., 25's, faced	....	0 13
70-80s, per lb., 25's, faced	0 12	0 13½
80-90s, per lb., 25's, unfaced	....	0 12½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 16½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 14	0 15½

Tea Market Continues In Strong Undertone

Toronto.

TEAS.—Although there has been no noticeably upward trend to the tea market, the situation for future continues one of firmness. The United States Government has been buying some 38,000 half chests of Formosas, and this will drain that market to a certain extent and reduce stocks of teas on this continent. Canadian Government has been buying recently for the use of Canadian army. Broken pekoes of Java tea were quoted from 35c to 38c per pound. Where fairly big purchases have been made concessions have been made in price, but quotations held steady for the most part during the week. There is a good demand for tea at the present time.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Reported Revolution Affected Coffee Market

Toronto.

COFFEE.—Reports of the revolutionary movement in Austria during the past week had the effect of sending future prices on coffee to higher levels during the week in primary market. However, announcement by the French Government that there were sufficient stocks of coffee in the country to last for a year was a factor tending toward weakness, as it indicated further purchases would not be made in that quarter for perhaps that period. Prices on the local market were firmly maintained. Tin coffee is in strong position owing to the difficult tin situation. Demand for coffee is reported good.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Blue Mountain Jamaica	0 33	0 38
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 16	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Peppers Are Firm; Cream Of Tartar Strong

Toronto.

SPICES.—There is a firm market for black and white peppers at present, as indicated in these columns last week, with an upward tendency on the lower price quotations to the extent of 1c per pound.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 20	0 25
Peppers, black	0 36	0 40
Peppers, white	0 39	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	...
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	2 40	2 60
8-oz. tins, doz.	4 75	5 05
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Peanuts Go Higher; Shipments Of Nuts Lost

Toronto.

NUTS.—There was a firm upward trend to the market for peanuts in the shell, advances having been recorded in some quarters to the extent of 2c per pound. Jumbo peanuts were quoted at 21c per pound in bag lots roasted and 22c per pound in broken lots, while No. 1 Virginia peanuts were quoted at 20c and 21c per pound. There was a firm market for shelled walnuts, quotations being higher by 3c per pound, making

the range from 63c to 65c per pound. Corne walnuts in the shell were easier in the primary market, being down 1c per pound. One of the local importers was advised during the week that a consignment of 11,000 pounds of walnuts, almonds and filberts had gone down with the S.S. Joaquin-Mumbru, torpedoed. While the loss is covered by insurance, it will mean the loss of sales to this extent and reduce stocks available for this market. Nuts have been moving less actively during the week than during the holiday period.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 25	0 27
Peanuts, roasted, lb.	0 17	0 19
Peanuts, Jumbo, roasted	0 21	0 22
Do., No. 1 Virginia	0 20	0 21
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 63	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Lima Beans Placed On Embargo List

Toronto.

BEANS.—An embargo has been placed on the export of lima beans by the United States and supplies that were in transit to Canada against sales that had already been made were held up and taken over by the United States Government. One importer had 1,500 bags at Chicago, a total of 120,000 pounds, and these were not permitted to come forward. Stocks already in the local market immediately reflected this condition and advances were recorded. Quotations were made all the way from 17c to 20c per pound. Rangoon beans were in firmer market, with quotations made as high as $7 per bushel in some instances.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	....
Can white kidney beans, bush.	....	....
Indians, per bush.	6 00	7 00
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 17	0 20

Free Movement Of Rice Taking Place

Toronto.

RICE, TAPIOCA.—The market for rice continued in strong tone. No advice has been received as yet respecting the contemplated embargo on the export of rice from the United States. There has, however, been a railroad embargo on over certain lines serving the Eastern United States, and this has interfered with movement of stocks. In one quarter fancy head Texas rice was quoted higher at 11½c to 12c per pound. There is a free movement of rice at the present time, demand being very good. Other grades of rice held unchanged.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.	....	0 12½
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 00	9 00
Japans, fancy, per 100 lbs.	10 00	11 00
Japans, second, per 100 lbs.	9 50	10 00
Chinese XX, per 100 lbs.	8 00	9 00
Tapioca, per lb.	0 14½	0 15

Package Oats Firm; Licenses Not Yet Issued

Toronto.

PACKAGE GOODS.—A strong position continues in the package rolled oats market, and intimations were made in some quarters that another advance would not be an improbability. In some instances licenses to sell package goods have not yet been issued, namely, in the case of Post Toasties and Krinkle cornflakes. While the license has been issued for the sale of Shredded Wheat, it is understood that it is only for 75 per cent. of product manufactured in 1917. Starches and cornstarch held in steady position. Through a typographical error in our report of last week the price of Quaker and Purity 20's was made to appear $8.65 per case. This should have been $5.65 per case.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	5 65	5 75
Rolled oats, round, regular 18s, case	2 00	2 05
Rolled oats, square, 20s	5 65	5 75
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

No Italian Bitter Oranges This Year

Toronto.

FRUIT.—Importers have been advised during the week that the British Government will not allow shipments of Italian bitter oranges to come forward, an embargo having been placed on the shipment thereof. This advice is contradictory to advice previously sent by cable stating that consignment had gone forward by S.S. San Giorgio. When this ship arrived in New York it was found that the Italian Government had compelled short shipment. Eight carloads of oranges reached the local market during the week, and were the first to arrive for some time past. A carload of Porto Rican pines and oranges is on the way. Lemons are getting comparatively scarce in this market. There is no intimation that shipments are to be allowed to come forward with much freedom from Italy. A cable order for 1,000 boxes sent two weeks ago by one importer has not yet been replied to. New rhubarb is now arriving in the market, and is quoted at $1.25 per dozen bunches. California pears were slightly lower at $3.50 per box. Barrel apples are still moving slowly. Box apples have been in fairly good sale.

Apples—		
Boxes, Spitzenberg	2 65	3 00
McIntosh Red, box	....	2 50
Rome Beauty, box	....	2 75
Ontario—		
Baldwins, No. 1, bbl.	6 00	7 00
Greenings, No. 1, bbl.	....	7 00
Kings, No. 1, bbl.	6 00	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2 bbl.	....	5 00
Pewakee, No. 1, bbl.	4 50	6 00
Do., No. 2	4 00	5 00
Starks, No. 1, bbl.	....	6 00
Do., No. 2	5 00	6 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	5 00
N.S. Blenheim, No. 1	....	5 00
Do., No. 2	....	4 50
Bananas, yellow, bunch	2 50	2 75
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	4 50
Do., 54s, 64s, 80s, 96s	4 25	5 00
Oranges—		
California Navels—		
80s, 96s, 100s, case	4 00	4 25
126s, case	....	5 25
150s, 176s, 200s, 216s	....	6 50
Mexican oranges, 216s, 250s	....	3 50
Florida Oranges—		
96s, 126s, case	4 75	5 75
150s, 176s, 200s, 216s	6 00	6 25
Tangerines, half box	....	3 50
Lemons, Cal., case	....	7 00
Do., Messinas, box	....	5 50
Pears, Cal., box	3 75	4 00
Pineaples, Porto Rican, cs. 30-36s.	5 50	6 00
Do., Messinas, box	5 50	6 00
Pears, Cal., box	....	3 50
Pineapples, Porto Rican, cs. 30-36s.	....	5 50
Rhubarb, dozen	....	1 25
Malaga grapes, keg	7 00	9 00

Cabbage Scarce And Price Advances $1

Toronto.

VEGETABLES.—Cabbage supplies are getting scarce and prices advanced $1 per barrel during the week, making the quotation $4. California cauliflower was also in firmer market, an advance of 25c from lower quotations having been recorded. California celery in crates was in the market, and was quoted at $6.25 to $6.50. Boston cucumbers were firm at $3 per dozen. Onions in 100-lb. sacks were quoted lower at $3 to $3.25. There is dullness in this market, and stocks are fairly heavy. Parsley was quoted at 85c per dozen bunches, representing an advance. Green peppers were down 25c per dozen at 75c. Vegetable market on the whole was dull. Potatoes were in light supply owing to weather conditions and prices were firmly maintained. As soon as favorable weather conditions prevail the farmers will no doubt take their potatoes from cellar and pit and prices should be considerably easier than at present.

Beets, bag	0 90	1 25
Brussel sprouts, quart	....	0 25
Cauliflower, Cal., case	....	4 50
Cabbage, Canadian, barrel	....	4 00
Carrots, bag	0 65	0 75
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 25	6 50
Cucumbers, Boston, doz.	....	3 00
Lettuce leaf, doz. bunches	0 30	0 35
Do., Boston, head, hampers	2 50	2 75
Mushrooms, 4-lb. basket	....	3 00
Onions—		
Spanish, crates	4 75	5 00
Spanish, half crates	2 50	2 60
Do., Canadian, 75-lb.	2 35	2 50
American, 100-lb. sacks	3 00	3 25
Potatoes—		
New Ontario, bag	2 25	2 35
N.B. Delawares	....	2 50
P.E.I., bag	....	2 10
Sweet, hamper	....	3 25
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, 4-basket crate	....	3 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 85
Peppers, green, dozen	....	0 75
Turnips, new, bag	0 50	0 65

Mills Started To Deliver New Flour

Toronto.

FLOUR.—Milling concerns have started to make deliveries on the new grade of flour 74 per cent. extraction. Mills were turned over to the new grade on

Monday morning. There has been a heavy demand for the old flour, and mills were kept busy right up to Saturday of last week. Some purchases of necessity had to be short-ordered owing to inability to get flour milled by time of expiration. New price has been announced and millers are selling on the basis of $11.10 carload basis for Manitoba flour and $10.60 for Ontario winter wheat flour. Transportation facilities from the West have been bad during the week, which has greatly hampered trade.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	$11.50	$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	10.60	$10.80
Second patents	10.30	10.50
New grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.55-10.70	10.75-10.90
Blended, spring and winter	10.85	11.15

Transportation Difficulties Hampering Shipments

Toronto.

MILL FEEDS.—Transportation difficulties have been acute during the week owing to storms and lack of motive power. Mills with headquarters in the West have found it difficult to meet the demands of their customers. Inquiry has been as keen as in recent weeks, far outrunning the available supply. Prices held unchanged at the established basis.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	$35 06	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Rolled Oats Still In Active Market

Toronto.

CEREALS. — Activity characterized the market for rolled oats with eager inquiry. Some mills were out of the market entirely. Corn products are also in good demand, there being an evident desire on the part of consumers to use greater quantities of this cereal and so conserve the wheat.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6.50-	$ 7.00	$ 8.00-	$ 8.50
Barley, pot, 98s	5.60-	5.70	5.75-	6.25
Cornmeal, yellow, 98s	6.35-	6.60	6.50-	6.75
Corn flour, 98s	7.25-	7.35	....-	....
Farina, 98s	5.90-	6.15	6.25-	6.50
Graham flour, 98s	5.40-	....	5.75-	6.00
Hominy grite, 98s	7.30-	7.40	....-	....
Hominy, pearl, 98s	7.20-	7.30	....-	....
Rolled oats, 90s	5.25-	5.75	5.25-	6.50
Oatmeal, 98s	5.75-	6.30	6.00-	7.00
Rolled wheat, 100-lb. bbl.	5.60-	6.00	6.00-	6.75
Wheatlets, 98s	5.90-	6.15	6.25-	6.50
Peas, yellow, split	9.25-	9.75	10.00-	10.50
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Jan. 30. — Business generally in Western Canada has been very good. Advances which have taken place in the price of staples have stimulated business to a great extent. Retailers are compelled to buy in order to keep in business, with the result that many dealers who buy on a weekly basis have found it hard to keep in business. With the market advancing, the bigger dealers are able to sell at lower figures, whereas others have to sell at the advance. Take the case of Old Dutch Cleanser: resale prices before the advance was three for a quarter, but the last advance forced a ten-cent resale price. Dealers with large stocks continued to sell at three for a quarter. As a result the small men lose business. As is usual at this time of the year a large number of dealers are going out of business. However, it is not only the small man who is compelled to give up his store. There are scores of first-class dealers throughout Western Canada who have been conscripted, and have been compelled to sell their business, or to close right down. A number of cases are told of where young men who went into business four or five years ago and by hard work built up businesses of considerable size, which they have been allowed three or four months to clean up. As a result these businesses have been sold.

Embargoes have been placed by the United States Government on canned pork and beans and canned spaghetti temporarily. There is also practically an embargo on lima beans and Louisiana rice, as each individual shipper requires a license. Clark's pork and beans are up. Wagstaff's jams have advanced, and a new list is out. The bean market is firmer and prices are up a cent.

Sugar Supply Only Just Sufficient

Winnipeg.

SUGAR.—The supply of sugar coming into this market is very limited, hardly sufficient for requirements. The trade have been well supplied, but cars are being distributed immediately on arrival, leaving no surplus. The B.C. Sugar Refinery is still withdrawn from this market, but is shipping to Alberta and Saskatchewan. Redpath's were not shipping last week.

Syrups Selling Well, But Decline Expected

Winnipeg.

SYRUPS.—The demand for both cane and corn syrup is exceptionally good, although the trade realize that there is every chance of a further decline coming.

NEW ORLEANS MOLASSES.

24 by 2 lb. tins	$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 80
6 by 10 lb. tins	3 70

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 00
5-lb. tins, 1 doz. case, per case	5 40
10-lb. tins, ½ doz. case, per case	5 25
20-lb. tins, ¼ doz. case, per case	5 25
Barbadoes Molasses—	
In half barrels, per gal.	85-95
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	50-52

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Prunes To Go Up When Jobbers Buy Again

Winnipeg.

DRIED FRUITS.—As stated last week the demand for evaporated apples has fallen off on account of the high price being asked. People are not inclined today to pay 28c per lb. for apples. As a result of this the market is easier. The prune market is much stiffer, and there is an exceptionally good demand. Jobbers state that while no advance has gone into effect yet, they will be compelled to put up their price when supplies are exhausted. All jobbers, however, have good stocks.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.	....	0 09¾
80-90s, 25-lb. boxes, per lb.	....	0 09¾
50-60s, 25-lb. boxes, per lb.	....	0 11¾
Apples—		
Choice, 50-lb. boxes, lb.	....	0 22
Pears, choice, 10-lb. bxs., faced, box	....	1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box	....	2 48
Peaches—		
Choice, 25-lb. boxes	....	0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian	....	0 21
56-lb. boxes, lb.	....	0 24
Dates—		
Hallowee, 68-lb. boxes	....	0 20
Fards, box, 12 lbs.	....	2 30
Raisins, California—		
16 oz. fancy, seeded	....	0 11¾
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09¼
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 11
3 crown, loose, 50's	....	0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	....	0 10½
3 crown, loose, 10-lb. boxes	....	0 11
Figs—		
Mediterranean, 33-lb. mats	....	0 08¼
Peel—		
Candied lemon, boxes, lb.	....	0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes	....	0 28½

Peanuts Advance; Decline Was Expected

Winnipeg.

NUTS.—As stated last week the peanut market is much firmer, and the price is up a cent. This is rather unusual, as the trade were expecting a decline. However, the farmers in Virginia have been asking higher figures for their products. Filberts are lower and all nuts have a tendency that way with the exception of shelled walnuts, which are hard to get across the water. They can now be imported from France, but jobbers have to pay about the same figure as they are selling at to-day.

	Per lb.
Whole Nuts—	
Almonds, Tarragona, sacks about 110 lbs.	0 20¾
Brazils, washed, sacks of about 150 lbs.	0 17
Filberts, Sicily, sacks of about 220 lbs.	0 21
Mixed, sacks of about 100 lbs.	0 18
Peanuts, fancy roasted, sack of about 90 lbs.	0 16½
Peanuts, special Jumbo, roasted, sack of about 90 lbs.	0 18
Walnuts, Grenobles, sacks of about 110 lbs.	0 19¾
Finest Shelled Nuts—	
Almonds, Valencias, 28-lb. boxes	0 42
Almonds, Jordan, 25-lb. boxes	0 50
Walnuts, halves, 55-lb. cases	0 58

Santos Coffees Advance Over ½c

Winnipeg.

COFFEE.—The market is somewhat

firmer, Santos being up over half a cent. Rios are also a trifle higher. These advances are said to be due to freights.

Difficulty Getting Cornmeal Across Border

Winnipeg.

CORNMEAL. — Difficulty is experienced getting supplies of cornmeal across the border, one of the main reasons for the difficulty being a tie up on the railways over there. Corn is somewhat firmer.

White Beans Up A Cent Per Pound

Winnipeg.

BEANS.—There is a much firmer feeling to the bean market, and prices are up in some cases one cent per lb. Advices from the United States are that Lima beans have been placed on the embargo list. One of the reasons for the firmer white bean market is that the British Government has prohibited export of beans from Burmah; another factor is the shipment of beans from Vancouver to Ontario, which is unusual.

Tendency To Cut Price Of Tomatoes

Winnipeg.

CANNED GOODS.—Canned pork and beans and canned spaghetti have been embargoed by the United States temporarily. Clark's pork and beans have advanced all along the line. The demand for canned vegetables and canned fruit is not heavy. Of late there has been some evidence of fear on the part of some jobbers, who have been selling canned tomatoes at a low figure. The trade seem to feel that the cutting of prices on canned vegetables is not warranted as stocks are lighter than they have been at any previous time. They feel that there will be a shortage next spring, and that they will have to go to the United States in May. As a result, they state, prices will be much higher. At the same time one cannot lose sight of the fact that the demand for canned vegetables is not good by any means on account of the high price. Offerings of salmon have been very limited on the Coast, particularly on better grades. The price is still very high.

Prices Announced On Gov't Standard Flour

Winnipeg.

FLOUR AND FEEDS.—Prices have been announced on the new Government standard grade of flour. The cash carload price is $10.50, and the same price is quoted to bakers and *bona fide* flour and feed dealers. The price to dealers who pay cash or thirty days in ton lots is ten cents per barrel over cash carload price, and for less than ton lots twenty cents per barrel over. This price went into effect on Monday, Jan. 28, when patent flours ceased to be sold by the millers.

Rolled Oats.—The same conditions exist with regard to bulk oats, i.e., there is keen competition between the mills, and prices for 80s vary from $4.35 to $4.75. Feeds.—The demand is still greater than the supply.

Govt. Standard Flour—		
Cash carload price	....	10 50
To bakers and flour and feed dealers	....	10 50
To storekeepers paying cash or 30 days, ton lots	....	10 60
Do., less than ton lots	....	10 70
Cereals—		
Rolled oats, 80's	4 35	4 75
Rolled oats, pkgs., family size	....	5 65
Cornmeal, 98's	....	5 60
Oatmeal, 98's	....	5 50
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80

Brussels Sprouts In; Oranges Are Scarce

Winnipeg.

FRUITS AND VEGETABLES. — There has been an advance in the price of California cauliflower, which is now bringing $2.75 per dozen. California celery has also jumped, and is now quoted at $6.50 to $7. Potatoes are unchanged, Albertas bring $1.25, and Ashcrofts $2.50 per sack. Yellow and red onions have dropped to $3 per cwt. Cuban tomatoes are still selling at $8, and Florida tomatoes are expected on the market at the same figure. The newest line to arrive are Brussels sprouts at 25c per lb. Oranges are still realizing big figures, and are very scarce.

Cabbage, lb.	....	0 05
Cauliflower, Cal., doz.	....	2 75
Celery, Cal., crate 100 lbs.	6 50	7 00
Potatoes	....	1 25
Potatoes, sweet, lb.	....	0 06
Carrots, cwt.	....	2 50
Turnips, cwt.	....	1 50
Head lettuce, Cal., doz.	....	1 25
Head lettuce, Cal., case	....	4 00
Tomatoes, Cuban, 6-bkt. crate	....	8 00
Onions, Valencias, large case	....	6 50
Onions, yellow and red, cwt.	....	3 00
Parsley, imported, doz.	....	1 00
Parsnips, bag	....	1 00
Brusse's sprouts, lb.	....	0 25
Fruits—		
Apples, Nova Scotia, bbl.	....	6 25
Apples, Wash. Jonathans, box	....	2 25
Apples, Rome Beauties, box	....	2 25
Apples, Spies	2 50	2 75
Apples, Wagners	....	2 25
Oranges, navels	7 00	7 50
Lemons	....	9 00
Bananas, lb.	....	0 07
Grapefruit, Florida, case	5 00	6 00

PRODUCE, PROVISIONS AND FISH

(Continued from page 47.)

enough to carry through the season; there might be a shortage of halibut later on. A new arrival on the market is sole at 11c. The big seller to-day is whitefish, but all local lake fish are selling well, including pickerel, pike and perch. There is an agitation being carried on by women's associations in the city to encourage consumption of fish, which is having considerable effect on the sale. As regards poultry, there is very little doing, and very little arriving.

Pickerel, box lots	....	0 10¾
Whitefish, box lots	....	0 10¾
Haddock, frozen	....	0 10
Salmon, frozen	....	0 23
Halibut, frozen	....	0 20
Cod, frozen	....	0 12
Kippers, boxes	....	2 25
Bloaters, boxes	....	2 00
Lake trout, box lots	....	0 10¾
Mackerel, frozen	....	0 15
Finnan haddie, 30-lb. boxes	....	0 17
Finnan haddie, 15-lb. boxes	....	0 17½
Salt herrings, new, ½ bbl.	....	7 25
Salt herrings, 20-lb. pails	....	1 85
Smelts, Pacific Coast	....	0 17
Brook trout, frozen	0 35	....
Sea herring	....	0 07½
Flounders	....	0 09
Jackfish, box lots	....	0 07½
Tulibees, box lots	....	0 07½
Mullets	....	0 05
Perch	....	0 10½
Soles, lb.	....	0 11
Poultry—		
Roasting chickens, lb.	....	0 22
Fowl, lb.	....	0 19
Domestic ducks	....	0 24
Turkeys	0 28	0 30

AMERICAN ADVERTISING EXPERT

(Continued from page 20.)

hysteria is what we need. If business must go right on, advertising must go right on.

Keep the Dollars At Work

"Every dollar must be kept at work. We must save, and not hoard." Mr. Deweese expressed appreciation of the new department opened by many American newspapers, which is a service organization for the use of advertisers. He classed as criminal offences the hoarding of money, as well as stopping production. To stop manufacturing means the throwing of thousands of people out of work. Hoarding money hurts every individual city. In these times advertisers must study the different conditions and adapt themselves to them if they will achieve success. He deprecated what he referred to as the calamity lectures which were heard in the States several months ago to stop people going on with their work. That, he declared, is the wrong doctrine. He referred in passing to the harnessing of Niagara Falls as a means of obtaining fuel. The members of the club endorsed a scheme to form the Associated Business Men's Club of Toronto, the formation of which is now under way. Mr. R. F. Fitzpatrick presided.

SASKATCHEWAN MERCHANTS ENDORSE REGULATIONS

(Continued from page 29.)

retail, Regina; E. B. Tedford, Wheatland Mercantile Co., Mortlach; H. L. Montgomery, Manitoba Retail Merchants' Association, Winnipeg; J. H. Reed, Saskatchewan Grain Growers, Winnipeg; L. E. Mutton, Saskatchewan Grain Growers, general distributors, Regina; H. B. Harper, Saskatchewan Grain Growers, Regina; S. D. C. Burton, Cameron and Heap, wholesalers, Regina; James Strathdee, of Campbell, Wilson and Strathdee, wholesalers, Regina; J. M. Bean, Maclean Grocery Company, wholesaler, Regina; D. B. McColl. R H. Williams, departmental store, Regina; C. H. Sellers, Sellers & Sons, retail grocers, Regina; Geo. Magda, grocer, Regina; W. C. Paynter, Paynter Bros., general merchants, Tantallon; F. A. Findlay, Colonial Grocery, Regina; G. D. Raymond, Retail Merchants' Association, Regina; A. E. Neil, Regina, Retail Merchants' Association; J. J. Polson, Regina, Retail Merchants' Association; Wm. Colquhoun, Maclean Grocery, wholesale, Regina; A. J. Simmonds, Lloyd Fruit Company, wholesale, Regina.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 30. — The new war flour is now available in small lots at $10.45 a barrel. Rolled oats have advanced to $5 for eighties. Pork and beans and many lines of canned meats are higher. Creamery butter has advanced 3c a pound. Indian beans are quoted at $10.50 a hundred. Large cheese is at 25c to 25½c a lb. Sugar is at $10.20. Other advances are: H.P. sauce, 5c a dozen; pot barley, ½c; cooked meats, ½c; Sunflake ammonia, 45c a case. Robin Hood porridge oats advanced to $5.75 a case of twenty. Olives in bottles, mince meat, Worcester sauce in gallon tins are all higher.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	0 95
Rolled oats, 80s	....	5 00
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	....	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	16 80
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 65
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 75	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 50
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	40 00
Navel oranges, case	4 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 30.—An increase of 2c a pound has taken place in butter manufactured by the Saskatchewan Government creameries, the new wholesale prices being 44c without carton and 45c with. The retail price in the city is 49 and 50c for the same product. The increase is due to demand and shortage of cream. Other makes of creamery butter are selling at 43½c. It is expected that white flour will be cleaned up within a few days. New standard flour has not arrived on market yet. Beans per bushel are $6.25. Potatoes are higher at $1.35. Canned sardines advanced about $1 per case. Libby's canned peaches are about $1 higher. Eggo baking powder is higher. Bird seed shows an advance of 1c pound and popcorn is higher.

REGINA—

Beans, small white Japans, bu.	....	6 25
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 40
Rice, Siam, cwt.	....	8 40
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 43½
Lard, pure, 3s, per case	....	16 80
Bacon, smoked sides, lb.	....	0 32
Bacon, smoked backs, lb.	....	0 30
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 35

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 30.—Trade generally is quiet on this market. This condition is usually expected at this time of year, and the demand is fully up to the average of past years. There are very few changes noted during the week, the only item of note being a firming tendency in beans, British Columbia being quoted at $9.75-$10. The situation in this line is acute owing to the impossibility of getting the Ontario product, and owing to the difficulty of getting transportation for goods from the Pacific Coast.

Molasses are also influenced by the transportation difficulty, and the indications are that there will be no decline in prices for the new crop and even higher prices are not beyond the reach of possibility. Hoarding of old grade flour has been very pronounced on the market, and to an extent that many local jobbers characterize as outrageous. There is a good deal of speculation as to what the new Food Controller may do, this has caused a feeling of uncertainty in many lines and dealers are inclined to hold back and await developments.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 82	0 83
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case	....	0 46
Breakfast bacon	0 38	0 39
Butter, creamery, per lb.	0 42	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 33	0 35
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 26	0 26½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case	....	5 40
Peaches, 2s, Ontario, case	....	4 30
Corn, 2s, standard case	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	4 00	4 50
Strawberries, 2s, Ont., case	5 00	5 25
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 78	0 79
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon	0 32	0 33
Apples, N.S., bbl.	2 50	6 00
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal. Messina, case	7 00	8 00
Oranges, California, case	6 00	7 50
Grapefruit, case	5 00	6 00

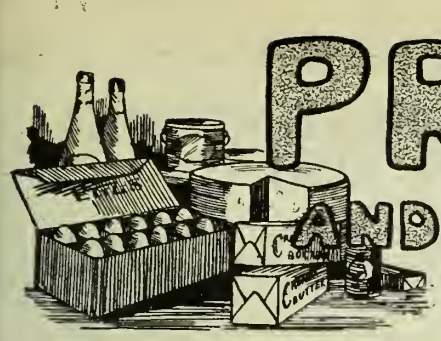
British Columbia

FROM VANCOUVER, BY WIRE.

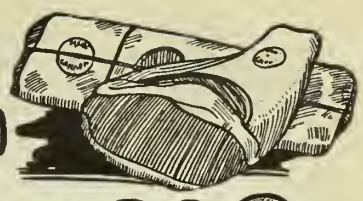
Vancouver, B.C., Jan.30.—Wholesale business for past week has been very quiet. There has been little stocking up in flour; people seem to be ready to give standard flour a trial. The potato market is quiet. Last week's decrease of a dollar a ton stimulated the market a little. Other root vegetables are plentiful. Sugar sales have increased a little. The impression seems to be that the recent decrease is not permanent. The first car of margarine is moving out slowly, with no more rolling. Butter is selling well at 52c for best Australian, and the cheap grades seem to be preferred to the oleo. Apples and oranges both moving slowly. No price changes.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, first patents, Manitoba, per per bbl., in car lots	....	11 30
Rice, Siam, No. 1, per ton	....	135 00
Do., Siam, No. 2	....	110 00
Beans, Japanese, per lb.	....	0 16
Beans, B.C., white	....	0 18
Potatoes, per ton	28 00	36 00
Lard, pure, in 400-lb. tierces, lb.	....	0 27
Butter, fresh made creamery, lb.	....	0 52
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Cheese, new, large, per lb.	....	0 25
Oranges, box	4 75	7 00
Salmon—		
Sockeye, halves, flat case	...	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00



PRODUCE AND PROVISIONS



Get in Line for Fish Sales

Lenten Season Promises Big Opportunity For Wide-Awake Dealer—Wisdom of Featuring Lines That Are Sure Against Restrictions

THERE are many merchants who despite the wide advertising that has been given to fish and fish products during the past year, advertising that has resulted in a most phenomenal increase in sales, have steered clear of these products. For one reason or another they have contended that it would not be advantageous for them to enter this field.

As the time has passed, however, more and more merchants are finding that such a policy shuts them out from one of the most important of the activities that might be developed by the store, and more and more they have gone into the sale of these lines. Especially has this been the case in the winter season when everything conduces to make the handling of fish easy and without any great possibilities of loss.

With the advent of the Lenten season, when the demand for fish will be materially increased it would be the part of wisdom for all merchants to give some real thought to the matter of adding a fish department to their store. The addition of such a department entails comparatively little outlay. Many merchants at this season keep fish without any sort of refrigeration save that supplied by nature, and certainly nature has been very helpful this season, other merchants have added a fish case to their equipment, which serves the double purpose of keeping the fish always in the best condition, and always at hand and ready for display. These fish cases involve a merely nominal outlay and they permit the handling of fish throughout the whole season with every reasonable protection against loss.

The grocery trade is facing a period of probable restrictions, it is very possible that many lines that have been good sellers with them in the past may be barred altogether, or go so high in price that their sale is automatically shut off. Now it behooves the grocer to find something to take the place of many of these products.

Among the food products that are safe from any government restrictions, safe too from the prohibitive prices that have prevailed in so many other lines, because of the plentiful supply available fish is to be numbered among the first of these. The governments, both provincial and federal, have gone to considerable expense to increase the consumption of fish, and have by every means in their power attempted to stimulate the production. It now remains for the merchant to lend his assistance to the scheme that is not only a matter of soundest business, but also a measure of patriotic assistance.

There is no time like the moment for branching out into this activity. There will be a largely increased demand apparent during the next month or so, during the Lenten season. This is a business that the merchant may well cater to, and while doing so it will be in his best interests to so cultivate this business that it will not be only a business of a month or of six months but of the whole year.

SAVE ESSENTIAL FOODS BY FEATURING FISH

WE ARE daily hearing of the needs of the allied nations. We are made aware that the only way they can be fed is by retrenchment upon our part. When you serve fish on your table you release some nonperishable food for other uses. You are doing your bit.

THIS means no privation to you. It may mean a change of habit, but it will be a change that you will not regret. Fish are abundant now and are the cheapest food you can buy.

NOTE THESE PRICES

Haddock,	per	pound	c
Market Cod	"	.....	c
Dore	"	.....	c
Whitefish	"	.....	c
Cod Steaks	"	.....	c
Flounders	"	.....	c
Perch	"	.....	c
Halibut	"	.....	c

BROWN & CO.
Grocers and Purveyors
100 Main Street

Specimen advertisement that merchants may adapt to their own uses

MEATS SLICED BEFORE ORDERED

G. O. Werret, of Simcoe, Ont., Combines Efficiency of Slicing Machine With Orders Sliced Ahead in Half-pound Quantities

THE slicing of cooked meats and bacon in half-pound quantities before ordered is one of the features of the meat department of the G. O. Werret Grocery, Simcoe, Ont. Mr. Werret also recognizes the importance of keeping his meat department constantly before his customers. To this end he has arranged his meat counter with slicing and weighing machines and refrigerator case immediately to the right of the entrance. It is the first thing customers see when entering the store.

For some months this store has adopted the plan of cutting up bacon and cooked meats in half-pound lots before it is ordered. One clerk devotes his attention to this department and cuts the meat on the slicing machine in his spare time. The meat is cut in slices of medium thickness and each slice is separated with a sheet of parchment paper. A half-pound is the most popular quantity sold in this store at one sale. When the bacon, ham, pork, etc., has been cut in the required quantities it is attractively arranged in the glass case on the counter where it is easily seen by customers. Sausage, head cheese and other meats are also shown in this case though no previous preparation applies to these lines before being ordered.

Mr. Werret states that the installation of his slicing machine proved a big boom to his meat department. This department is now doing a business of from $300 to $400 per month. Mr. Werret states that cutting up the meat

before it is ordered eliminates much waste. This saving combined with the usual saving effected by the increased efficiency of a slicing machine have been big elements in the success of the meat department of the Werret store. Mr. Werret states that with the machine and with slicing ahead, his waste is less than one quarter of a pound on a ham. This ratio also applies to other lines of cooked and cured meats.

THERE ARE NO RESTRICTIONS AGAINST FISH

YOU can eat it every day in the week and three meals a day, and you can eat as much as you like without getting that shame-faced feeling.

You can eat and save money.

If you doubt this fact, just look over the accompanying list, and think of what you can buy for less.

Haddock, per lb.	..c	Halibut, per lb.	..c	Haddies per lb.	..c
Dore "	..c	Market Cod "	..c	Smok'd Herr'ng "	..c
Pike "	..c	Whitefish "	..c	Lobsters, each	..c
B.C. Salmon "	..c	Perch "	..c	Shrimps, per lb.	..c
Mackerel "	..c	Flounders "	..c	Oysters, per pint	..c

BROWN BROS.

Grocers and Purveyors **100 Main Street**

Another advertising suggestion

A RECORD SALMON PACK

Pacific Coast Fisheries Total Over Nine Million Cases

From figures just received from all parts of the coast, most of which are official, we are able to give our estimate of the total salmon pack of 1917 in districts as follows:

Alaska	5,094,346
Puget Sound	1,900,000
British Columbia	1,425,000
Columbia River	590,000
Oregon-Washington Coast Streams	75,000
Sacramento, Monterey and California Streams	26,000
	9,110,346

This was supposed to be the big year for Sockeyes and Puget Sound and British Columbia Humpbacks, but by comparing the foregoing figures with those of 1913, the last big year, the Puget Sound pack is considerably short of the pack of 1913.

Had the fish run in the Puget Sound as anticipated the total coast pack would probably have run close to 10,000,000 cases.

Margarine Again Shut Out

United States Government Has Placed an Embargo on Shipment Into Canada—Domestic Manufacture Will be Only Source of Supply

BY the placing of an embargo on the shipment of margarine into Canada during the week on the part of the United States Government the source of supply from that quarter has been shut off. When stocks now on the way have been distributed and those for which permits have already been issued are shipped the Canadian consumer can no longer depend upon the United States market as a source of supply.

Doubt was expressed in some quarters as to whether it was intended this condition should be a permanent one or whether it was only a temporary measure. Some of the local dealers took steps to get in touch with Ottawa immediately and were informed from that source that it was intended that it should be a permanent condition. It was pointed out that Canada is an exporter of butter and that so long as she has a surplus of butter there is no necessity for the United States to see that she is given supplies of this commodity. The United States will ship direct to Great Britain any supplies of margarine that may be available for export rather than allow them to come into Canada and so release larger quantities of butter for export.

This move on the part of the authorities at Washington came as a distinct surprise to the Canadian dealers. Trade in this commodity was just nicely getting under way. Consumers were taking to the product in ever increasing numbers. Their taste was nicely whetted and its use was assured. As to whether or not there will be sufficient supplies available from Canadian manufacturers doubt is expressed on this point. Cottonseed oil as one of the principal ingredients is allowed to come into Canada only in limited quantities through the licensing system. It is hardly likely there will be any greater quantities available for manufacture than those now coming in. Already there is not sufficient cottonseed oil to take care of the needs of the shortening manufacturers.

FISH AND OYSTERS SCARCE

Fish Refrigeration Subject of Enquiry at Ottawa—Value of November Fish Catch

Stocks of whitefish and of oysters are very low at present as no shipments have arrived recently owing to lack of transportation facilities. Oyster supplies are particularly low owing to the fact that the shallow waters in which they are harvested are in many cases frozen over at the present time.

The catch of sea fish in November was valued at $2,145,240 at the point of landing, as compared with $1,074,398 in 1916. This increase is largely due to advanced prices. Cod and haddock are respectively 85 per cent and 114 per cent higher in price now than one year ago. This also explains the relatively high value of the November catch in the province of Ontario which amounted to $1,599,031 as compared with $586,509 a year ago. The domestic consumption of fish is increasing and the volume of exports is strikingly in excess of that of previous years. This is indicated in the November returns of $4,315,988 as compared with $2,600,021 a year ago.

Fish Refrigeration Enquiry

An associate committee of the Advisory Technical Council, Ottawa, has been organized to deal exhaustively with the question of refrigeration of fish and other food products in Canada. Edward Prince, Dominion Commissioner of Fisheries, is chairman and J. A. Ruddick, Canadian member of the International Food Refrigeration Commission, is vice-chairman. A report on the refrigeration of fish foods had already been prepared by Prof. Prince and forwarded to the British authorities.

A price of 20 cents a pound was brought in the wholesale fish market at Boston recently for a 200-pound shark. The average price paid for shark prior to that time was eight cents a pound. No explanation of the sudden advance was forthcoming.

An abattoir owned by the Montreal Abattoir, Ltd., 139 Mill St., Montreal, was considerably damaged by fire.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

MARGARINE was in the limelight during the week as the result of an embargo being placed on the shipment of this commodity out of the United States. This will mean that when supplies now on the way and for which permits have been issued are used up the United States market can no longer be tapped as a source of supply for the Canadian market. There will still be supplies available from Canadian manufacturers, but cottonseed oil is being released by the United States Government very sparingly, and this will tend to restrict the manufacture in Canada. As a result of this condition dairy butter has again regained a measure of firmness.

There was a generally upward tendency in meat products during the week, advances having been recorded in hams, plain back bacon, boiled hams, roast hams, roast shoulders, mess pork, short cut backs, pickled rolls. Live hogs were quoted lower. There is a fairly good demand for meat products of all kinds at this season of the year.

Shortening is in firm market, with supplies of cottonseed oil very limited. Pure lard was in stronger market. Storage creamery butter was higher in price. Production of new-laid eggs is being interfered with owing to severe weather. Stocks of storage eggs are dwindling rapidly, and will in all probability be exhausted within a week or two. Arrivals of poultry were light during the week and prices were higher in consequence. Stormy weather has interfered greatly with the movement of fish. Considering the drawbacks to trade business has been fairly good during the week.

Better Deliverie Ease Hog Prices

Montreal.

PROVISIONS.—Due to better delivery there has been an easing of price for live hogs, with a consequent lowering of the dressed prices. Receipts have been some better for a few days past and the quality is improving over that of previous deliveries. If the weather should permit, the market will continue to show an easier tone, say the abbattoirs. The prices of cured and cooked meats have been firmly maintained and these are selling fairly well.

Hogs, dressed—		
Abbatoir killed	26 50	27 00
Hogs, live	....	19 50
Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	....	0 44
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 44	0 45
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Lard Prices Firm With Fair Business

Montreal.

LARD.—A fair amount of business has been done in lard during the past week and prices are firmly maintained. In fact some have been asking a shade more for the product and a smaller range of prices is obtaining. This bears out the definite prediction made in CANADIAN GROCER last week, and jobbers anticipate that the increased prices will hold firmly for the present.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 60 lbs.	....	0 29½
Pails	0 29½	0 30
Bricks, 1 lb., per lb.	0 30	0 31
Compound, prints	0 26	0 27

Maintenance Of Price Marks Shortening Market

Montreal.

SHORTENING.—The firmness of the shortening market continues, owing to the difficulties of securing cottonseed oil shipments, reference to which shortage has already been made. There is the usual demand, jobbing orders being about normal at the following prices:—

Shortening—		
Tierces, 400 lbs., per lb.	....	0 25
Tubs, 50 lbs.	....	0 25¼
Pails, 20 lbs., per lb.	....	0 25½
Bricks, 1 lb., per lb.	0 26	0 26¾

Poultry Prices High; Receipts Smaller

Montreal.

POULTRY. — There is a marked shortage of poultry, say jobbers. It is stated that many have held back supplies, using them as food, with prices for all kinds of meat so high. Storage stocks are very light and spot supplies are lighter all around. Receipts, as compared with a year ago, are very much lighter. Chickens and old fowls, geese and turkeys, have all been marked several cents per pound higher and the following prices obtain in this market:

Poultry—		Dressed
Old fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	....	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 37
Geese	0 27	0 28

New-Laid Eggs Easier; Storage Stocks Lighter

Montreal.

EGGS.—The interest centres this week on the lighter stocks of storage eggs. These have been drawn on very heavily for some weeks and the consequence is a firming of prices. No new quotations are yet made but the tendencies are decidedly firm with the probability of higher prices, unless the new-laids come forward in larger quantities. Of the latter there have been better deliveries during the past week, but as yet this has not improved sufficiently to relieve the firmness characteristic of the storage market. Prices are as follows:

Eggs—		
New-laid (specials)	0 65	0 70
Selects	....	0 52
No. 1's	....	0 48
No. 2's	....	0 45
Fall eggs	0 56	0 58

Cheese Prices Unchanged; Some Lots Exported

Montreal.

CHEESE.—Some lots of cheese continue to go forward to the British Isles, shipped by the Cheese Commission. A continued depletion of spot stocks is therefore effected. Prices continue to be held as quoted last week. Local trading is quite light.

Cheese—		
Large (new), per lb.	0 22½	0 24
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Will U.S. Margarine Be Wholly Debarred?

Montreal.

MARGARINE.—It is stated by some of those purchasing their supplies of margarine in U.S. markets that they have been notified by wire that there will probably be much difficulty in securing supplies. One large jobber told CANADIAN GROCER that he had received a telegram to this effect and he felt that no further permits would be issued for export. Demand continues to be good at firmly maintained prices. It would seem that some of the dealers have, as yet received no definite particulars as to supplies being shut out by the U.S. government.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 33
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Is Very Firm With Stocks Lighter

Montreal.

BUTTER.—The feature of the week has been that of a firming of prices. In some cases these have advanced from one to two cents per lb. This has been due, in part, to the smaller spot stocks and the announcement regarding restricted shipments of margarine from U.S. points. It is indicated that with receipts so much lighter, firm prices will obtain for some time, for—as one jobber told CANADIAN GROCER—new shipments will likely be limited.

Butter—		
Creamery prints, storage	....	0 50
Creamery solids, storage	....	0 49
Creamery prints (fresh made)	....	0 49
Creamery solids (fresh made)	....	0 48½
Dairy prints, choice	0 41	0 42
Dairy; in tubs, choice	....	0 39

Little Fresh Lake Fish; Frozen Is Active

Montreal.

FISH.—Continued cold weather has served to stimulate the sale of frozen fish. The demand has slackened for the high-priced varieties. Delivery of frozen lake fish is very light and disappointing. Oyster beds are still frozen over with severely cold weather still prevailing. Smoked herrings are higher. So also are salted salmon, sea trout, lobsters, mackerel. Ordinary oysters are up 50c bbl., while fresh haddock steak and market cod are marked somewhat higher.

SMOKED FISH.		
Haddies	0 14	0 16
Haddies, fillet	....	0 20
Smoked herrings (med.), per box	0 22	0 24
Bloaters, per box 60/100	....	1 50
Kippers, per box 40/50	2 00	2 40
SALTED AND PICKLED FISH		
Herring (Labrador), per bbl.		$12 50
Salmon (Labrador), per bbl.		24 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Green Cod, No. 1, per bbl.	13 00	15 50
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.		22 00
Codfish (Skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box		2 25
SHRIMPS LOBSTERS		
Lobsters, medium and large, lb.	0 50	0 60
Prawns, lb.		0 30
Shrimps, lb.		0 28
Scallops		4 00
FRESH FROZEN SEA FISH		
Halibut	20	22
Haddock, lb.	08	09
Mackerel	14	15
Cod steak, fancy, lb.	09½	10
Cod—Toms	3 75	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 16
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	2 75	3 00
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 10	0 12
Steak cod	0 12	0 13
Market Cod	0 09	0 10
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 18	0 20
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	....	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 15	0 16
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 13

Hams Higher; Barrel Pork Up

Toronto.

PROVISIONS.—Medium and large hams advanced from ½c to 1c per pound during the week, making the range on medium hams from 32c to 33c and on large hams from 27c to 30½c. Plain backs of bacon were quoted 1c higher from the low quotation of last week. Wiltshire bacon in certain quarters showed an upward tendency, where an advance of 1c per pound was recorded on high prices. Boiled hams advanced 1½c and roast shoulders without dressing were also up a similar amount. Barrel pork showed a steadily unward trend, mess pork being quoted at $55 to $56 and short cut backs at $60 to $61, with pickled rolls at $54 to $56 per barrel. Dressed hogs were quoted at a range of $26 to $28 per hundred. Live hogs were down $1 per hundred with arrivals somewhat light owing to storm conditions of first part of week. There is a fair demand for meats of all kinds.

Hams—		
Medium	0 32	0 33
Large, per lb.	0 27	0 30½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 42	0 49
Bacon—		
Breakfast, per lb.	0 37	0 39
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 40
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 45	0 50
Shoulders, roast, without dressing, per lb.	0 40	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	56 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed abattoir killed	26 00	28 00
Live, off cars	18 75	18 95
Live, fed and watered	18 50	18 70
Live, f.o.b.	17 75	18 00

Margarine Imports From United States Stopped

Toronto.

MARGARINE.—Word has been received by local importers that the United States does not intend to grant any further permits for the export of margarine from that country. There are some stocks on the way to Canada for goods that have already been sold on permits but it is understood when these come forward there will be no further supplies of margarine to come from that source. It is not known definitely whether this is to be a permanent condition or whether permits may later be granted. At the present time, however, the embargo is complete. This will leave only the Canadian manufacturers as source of supply for this product. And Canadian supplies will depend upon the amount of cottonseed oil that is allowed to come forward. The United States Government has up to the present been issuing permits sparingly for the shipment of cottonseed oil. This embargo on margarine has thrown a bomb into local importing circles. The trade was just getting nicely under way with a growing demand reported. Chance for fostering the trade in margarine now seems likely to be greatly curtailed.

Margarine—		
1-lb. prints, No. 1	$0 32	$....
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Shortening Shows Upward Tendency

Toronto.

SHORTENING.—There was an upward trend to the shortening market during the week in some quarters. There is very little cottonseed oil coming into Canada at the present time and that which is on the way has been held up through storm conditions. Some concerns have not been taking any new business until relief is in sight for the present situation. Owing to the lightness of arrival of cottonseed oil during the week the market quotations in some instances were merely nominal as delivery could not be made until further stocks of raw materials arrive. In one quarter price was advanced to 25¾c per pound tierce basis, the range of quotations, however, being from 25c to 25¾c per pound. There has been an active demand with very little supplies to meet it.

Shortening, tierces, 400 lbs., lb.	0 25	0 25¾

In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Market Gives Evidence of Strength

Toronto.

LARD.—There is a firm tone to the market for lard as indicated by the fact that prices advanced ¼c per pound in some quarters, making the range of prices from 28¼c to 29¼c tierce basis. There has been a fair supply of hogs reaching the market but storm of first part of week will in all probability curtail receipts and cause lighter supplies of lard for a time at least. There is a continued good demand for lard, a number of inquiries from the East having been received during the week.

Lard—		
Lard, pure tierces, 400 lbs., lb.	0 28½	0 29¾

In 60-lb. tubs, ¼c higher than tierces; pails ¼c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Dairy Butter And Storage Creamery Firmer

Toronto.

BUTTER.—With the turn in the affairs of margarine and the outlook that

the United States product will not be released for this market dairy butter was in firm market during the week. Creamery storage butter was in firm position with an advance of 1c per pound recorded. The United States Food Controller has released for the British Commission's account one million pounds of butter. This has put a measure of firmness in the butter market on this continent. Conditions in the butter market are firm. It is hardly likely prices will go to much higher levels as they are already at good figures.

Creamery prints, fresh made....	....	0 50
Creamery solids, fresh made....	....	0 48
Creamery prints, storage	0 49	0 50
Creamery solids, storage	0 47	0 48
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 33	0 35

Cold Weather Halts Production of Eggs

Toronto.

EGGS.—With the continued severe weather there has been a halt in the production of new-laid eggs and prices again took on a measure of firmness with prices quoted at 65c to 70c per dozen. Storage eggs are getting scarce and stocks will in all probability be cleaned up within the next week or two. Manitoba eggs are now coming into the Eastern market and some of the Western eggs are even being exported into the United States. At the same time the United States Government is not allowing the shipment of eggs out of the country. Eastern commission men assert that Western eggs should not be allowed to go into the United States if the latter country does not show any disposition to reciprocate. Storage eggs were slightly firmer at 52c to 54c per dozen. There is a good demand for eggs.

Eggs—		
New-laids, in cartons	0 65	0 70
Storage selects, ex-cartons ..	0 52	0 54
Storage, No. 1, ex-cartons....	0 49	0 50

Cheese In Fair Demand; Prices Hold Steady

Toronto.

CHEESE.—There is a fair demand for cheese at the present time, but not as heavy as commission men assert it should be. It is pointed out that from the number of energy units that it contains per pound it is one of the cheapest food products on the market at the present time. Prices held unchanged in view of the fact that the Cheese Purchasing Commission has made no move toward increasing price.

Cheese—		
New, large	0 22½	0 23½
Old, large	0 23	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Roosters And Hens Demand Better Price

Toronto.

POULTRY.—In view of the light supplies arriving in the market roosters and hens commanded higher prices during the week, an advance of 2c per pound on prices paid by dealers having been recorded. Spring chickens also commanded a better price and were advanced 2c in certain quarters. Prices to the retail trade were advanced accordingly to the extent of approximately 2c per pound. There is a fair demand for chickens at present, but geese and ducks are slow sellers.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	0 25- 0 27	0 33- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.....	0 26- 0 27	0 26- 0 27
Hens, under 5 lbs. ...	0 23- 0 25	0 22- 0 26
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 30
Chickens, under 4 lbs.	0 23- 0 25	0 26- 0 28
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	$0 28-$0 30
Ducks	0 30- 0 32
Chickens	0 30- 0 32
Do., milk-fed	0 33- 0 35
Turkeys	0 36- 0 40
Geese	0 20- 0 27

Weather Interfered With Fish Shipments

Toronto.

FISH, OYSTERS.—Severe weather conditions interfered with trade in fish during the week. The storm at the beginning of the week held up shipments both incoming and outgoing. Oyster trade has been restricted on account of the light supplies. There has been a good demand for oysters but the weather has been so cold on the Eastern seaboard the workers have refused to take up the oysters from the beds. Some Lockport fillets came into the market during the week and were quoted at 15c per pound. Pickled herring in kegs was in stronger market, the lower prices having disappeared and the quotation of $6 per keg now being quite generally prevalent. White spring salmon is off the market. Other varieties of fish held in steady market during the week.

SMOKED FISH.		
Haddies, per lb., new cured.....	....	0 14
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 15	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box.....	1 75	2 65
Digby herring, skinless, 10-lb...	....	2 25
Salmon snacks, 10-lb. boxes, lb.	....	0 22
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks.....	....	3 40
Acadia cod, 2-lb. blocks.....	....	4 50
Strip cod lb.	....	0 12
Ouril on toast 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb....	....	0 11
Halifax shredded cod 24s.....	....	2 20
Salt mackerel, kits 15 lbs.....	2 40	2 50
Labrador salt herring, barrels...	10 50	10 75
Do., half barrels	5 25	5 50
Herring, pickled, keg 100 lbs...	....	6 00
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	....	0 13
Do., red spring	....	0 23
Do., Coboe	....	0 20
Haddock, headless and dressed, lb.	0 08	0 09
Herrings, frozen	0 05	0 06
Steak, cod, headless and dressed, lb.	0 08	0 09
Haddock, heads on, lb.	0 07½	0 10
Cod, market, heads on, lb.	0 07½	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	....	0 06
Trunbees, lb.	0 09½	0 10
Smelts, extras, lb.	0 20	0 22
Do., No. 1, lb.	0 15	0 17
Do., No. 2 lb.	0 09	0 10
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	0 05
Herring, Lake Erie, pan frozen	0 07½	0 08
Pike, lb.	0 09½	0 10
Whitefish, frozen	0 12	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	....	0 06
Yellow pickerel, frozen, lb.....	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	12 00	15 00
Shell oysters, bbl.	....	10 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Look For Higher Prices On Eggs

Winnipeg.

PRODUCE AND PROVISIONS. — Early last week the hog market stood at $17.25, and from there it advanced to $17.65. It was expected that the latter price would be the market during the next few days. There has been a fairly good run, and the quality of hogs is fair. Provision prices are firm and the demand is well distributed. Eggs.—Although the local demand is only fair, the egg market has firmed up considerably, due to the American market advancing to 44c for storage eggs. Production in the United States has been curtailed considerably due to cold weather. Eggs will be high, and even higher than present prices until spring stocks arrive. It is estimated that there are hardly enough eggs in storage to look after local requirements. There have been large shipments of eggs to the South and East during the last few days. Creamery Butter.—This market is very firm with active buying from the East. Increased prices are expected before new stock comes in. Dairy Butter.—In sympathy with creamery butter, packing stock market has been very active, with increased prices due to export demand; 34c and 35c are the ruling prices.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 33
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 38	0 39
Breakfast, select, lb.	0 42	0 44
Backs, regular	....	0 44
Backs, select	....	0 46
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 27
20s	....	5 30
Cases, 5s	....	17 05
Cases, 3s	....	17 10
Shortening—		
Tierces	....	0 24
Tubs, 50s, net	....	12 00
Pails, 20s, net	....	5 10
Fresh Eggs—		
No. 1 candled	....	0 43
Select	....	0 46
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2..	....	0 44
Dairy, prints	....	0 40
Dairy, regular run	....	0 36
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 28

Soles Open At 11c; Whitefish Big Seller

Winnipeg.

FISH AND POULTRY.—Salmon and halibut are in fair supply, and probably

(Continued on page 41.)

Sell

Jersey Farm Sausage

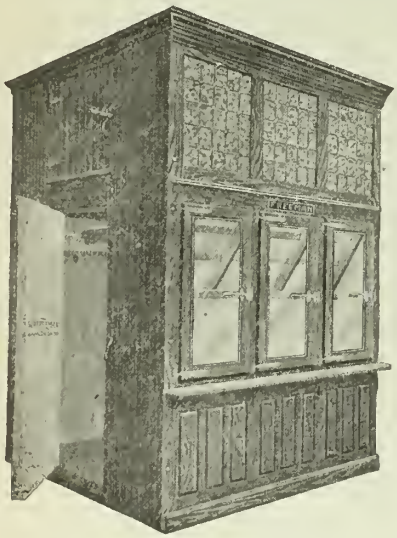
—the line that will measure up to your expectations in quick sales and satisfied customers.

Maciver Bros. Co., Keating St., Toronto

You Want to Win the War?

Then save the ice. Ice costs money. Look into

FREEMAN'S DRY AIR REFRIGERATOR



Dry Air means better storage. Better storage better meats. Good Meats mean better trade. Better Trade means Bigger Business, Bigger Profits. This is what the merchant of today is looking for. We can help you in this line. ASK FOR A CALL. Buying a cheap refrigerator to save money is like stopping the clock to save time.

Write for a catalogue, which will contain a full line of different styles for BUTCHERS AND GROCERS.

Manufactured by

The W. A. Freeman Co., Limited

Hamilton, Ont.

TORONTO—114 York Street, near King.
MONTREAL—D. H. H. Neil, 16 Notre Dame St. Uptown 8547.

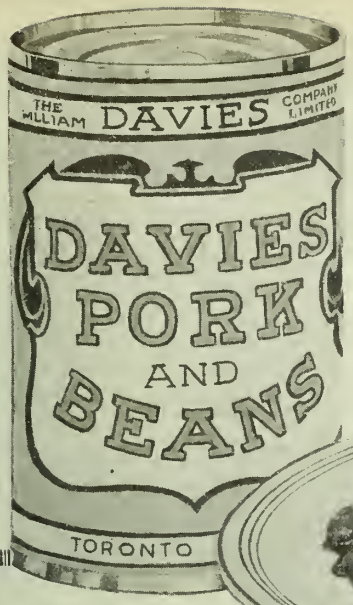
Lard

Butter is advancing in price and will be higher owing to shortage of milk supplies. We can sell you finest Lard in all the usual styles of packages—from one-pound cartons to sixty-pound tubs.

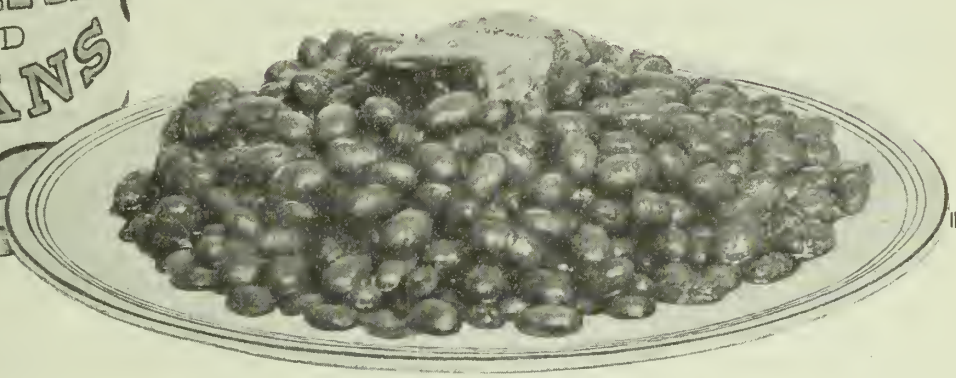
F. W. FEARMAN CO.
Limited
HAMILTON

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.



FINE!



"Easy to Sell—but Hard to Beat!"

ILLUSTRATING a bright, quick seller, that's making a name for itself. Something good and appetizing—something nourishing and inexpensive — something that will move off your shelves in double-quick time and bring you quick profits and a welcome stream of "repeats."

Here's the line you want to stock! For a tempting, wholesome article of food at low cost, nothing meets the demand like—

DAVIES
Pork and Beans

A real quality product — prepared from choice, whole, hand-picked beans—put up in attractively labelled tins—selling at a reasonable price.

No chance of a product like this falling asleep on the counter! Here's a bright, on-the-job, wide-awake seller that's bound to bring you profit. Order to-day.

Sold in 1s (11 oz.) and 1½s (16 oz.) Tins — Plain and with Tomato Sauce.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO MONTREAL WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

Brunswick Brand

the Standard of Sea Food Quality

THESE high-grade sea foods will prove particularly saleable just now because fish-eating is becoming a national habit, and Brunswick Brand has the quality that will satisfy the most fastidious.

You can always recommend the Brunswick Brand lines. The care used in selecting only the very best fish, and the scientific and sanitary packing process guarantee the quality of Brunswick Brand A1 always.

Replenish your stock from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

Economical, Wholesome and Easily Prepared

INDIAN CHIEF BRAND CLAMS

The high-grade, easily-prepared, wholesome food that sells quickly and always repeats.

Prepared and put up under the most sanitary conditions the same day they are taken from the clam beds. Sealed in cans without solder or acid. Sells easily and gives you a good profit.

Get a trial supply from your jobber and prove their selling value.

Packed by

SHAW & ELLIS

Pocologan, N.B.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

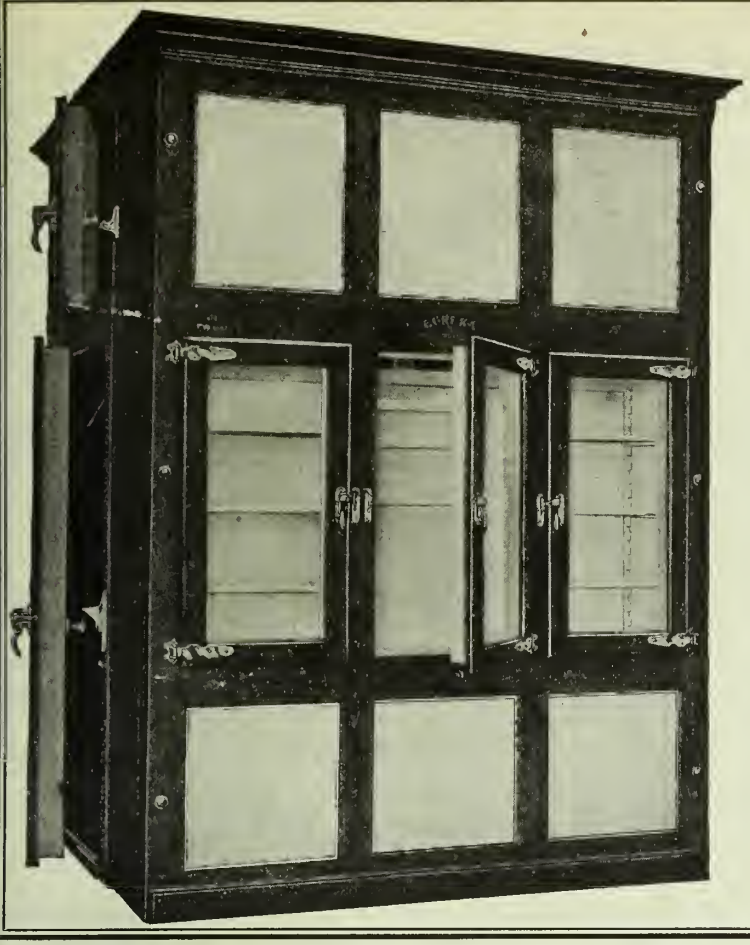
GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



You'll need a

"EUREKA"

in the Spring

THE TIME IS SHORT

Place your order now and avoid the risk of advanced prices due to the growing scarcity of materials and labor.

EUREKA REFRIGERATORS are made in all sizes for all purposes—doors and windows on any side to suit any meat market or store without extra cost.

You need a good refrigerator and we offer you the "BEST"—*"NOW"* in good time for your spring trade.

Eureka Refrigerator Co., Ltd.
11 Colborne Street, - TORONTO
Phone Main 556

FISH FISH FISH

Smoked

FINNAN HADDIES
FILLETS
CISCOES (Bowman Brand)
KIPPERS
BLOATERS
KIPPERINES
DIGBYS

Salted

LAKE HERRING
SEA HERRING
COD
MACKEREL
TROUT

Frozen

WHITES
TULIBEES
PICKEREL
QUALLA
COHOE
HALIBUT
HERRING

SPECIAL. Salted Lake Herring, headless and dressed, 60 fish to a pail

FOR PRICES—PHONE, WRITE, WIRE

J. BOWMAN & CO.

WHOLESALE FISH

Port Arthur, Ont. **66 JARVIS ST., TORONTO, ONT.** **Montreal, Que.**

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.) HAMILTON

Rice on spot is scarce and we believe prices will be considerably higher. We have excellent values in Carolinas, Japans and Siam. Telephone us when wanting goods in a hurry.

Buy Pork and Beans for an advance. BRISTOL, SOMERVILLE & CO.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

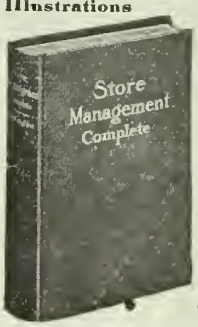
Tea Merchants to the King

EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W. MONTREAL

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co. TORONTO

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

It's the Real MacKay

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

Ask your wholesaler or write direct to

John Mackay Co.
Limited
Bowmanville, Ont.

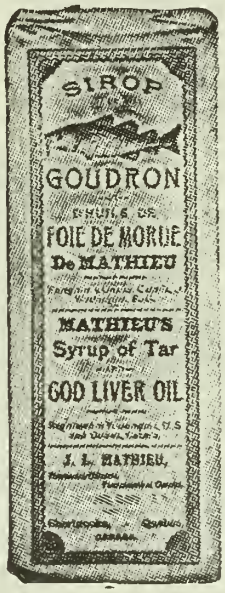
Mackay's Pearl Barley Flour

A "Barley Food" without a peer—the only Barley Food that is made in Canada.

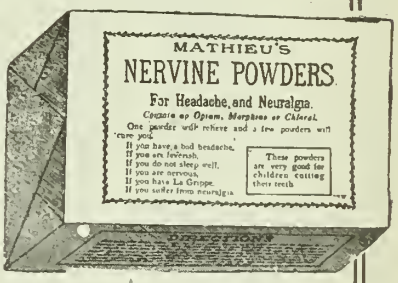
Gives soups and gravies a delightful flavor. Particularly suitable for Infants, Invalids, Aged People and Nursing Mothers.

Every sale a "repeat." Try this line once and you'll sell it regularly.

The Mathieu Lines are always in demand



Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.


MATHIEU'S
NERVINE POWDERS
For Headache, and Neuralgia.
Contains no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have La Grippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth
DIRECTIONS

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE, QUEBEC

TRY IT YOURSELF

and learn the merits of

POPULAIRE'S Egg Powder

Send us your name and we will forward you sample without charge. We will be willing to allow your judgment to decide whether your customers will buy it.

The Imperial Co., Regd.

645 St. Valier St. Quebec, P.Q.

"KEYSTONE" Household Brushes

Extra fine quality—moderate price—good profit.

Floor Brushes
Shoe Brushes
Table Brushes
Whisks
Scrub Brushes
Stove Brushes, Etc.

Write for Prices, Etc.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

If any advertisement interests you, tear it out now and place with letters to be answered.

Purity
TABLE SALT
purity TABLE SALT
Ask the other fellow
Any dealer who has tried out the selling value of "Purity" Table Salt will tell you that it is a pretty good thing to bank on for bigger, better business.
Housewives everywhere appreciate its unquestioned purity and economy. Purity Salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.
"Purity" Salt is unequalled for table or dairy use. It satisfies the most critical.
Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.
Send in your order to-day.
THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.
PURITY
BRAND
FREE RUNNING
TABLE
SALT
The WESTERN SALT CO LIMITED
COURTRIGHT ONTARIO

The repeat selling that characterizes Wonderful Soap should warrant it a place in every Grocer's displays. Wonderful Soap always satisfies and there's a neat margin on every sale.

A Leader, "Crystal Soap Chips."

Guelph Soap Co.

Guelph Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

[SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR]

BAKING POWDER.

ROYAL BAKING POWDER.

Size.	Less than 10-case lots. Per doz.
Dime	$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2½-lb.	12 85
5-lb.	24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will he allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS.

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.

	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz.; 2's, Plain. Tall, $2.75 doz.; 2's, Tomato Sauce, $3.20 doz.; 2's, Chili Sauce, $3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $10.25 doz.

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE.

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA.

	Per lb.
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 20
Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes,	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 23
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

MACLEAN'S MAGAZINE for FEBRUARY

John Bayne Maclean Robert W. Service
Agnes C. Laut George Bernard Shaw
Archie P. McKishnie Alan Sullivan, *et al.*

The Ending of the War—When? How?

JOHN BAYNE MACLEAN writes with amazing courage and information about the war situation, past and present, in the February issue of MACLEAN'S MAGAZINE. He tells of the bungling of politicians in Britain and elsewhere—men of Cabinet rank who baulked the military and naval leaders, and in his exposures he includes some military and naval men. What Colonel Maclean writes rubs some men the wrong way—those who have "ostrich minds." But the whole English-speaking world is Colonel Maclean's debtor for publicly stripping away the concealments of truth, and letting the world see things as they actually are. Colonel Maclean's contribution is entitled **"Why We Are Losing The War."**

The Eternal Irish Question

this time dealt with by that surprising, bold-thinking, unharnessed man, **George Bernard Shaw.** Mr. Shaw puts the Irish Question forward in a fresh way, and proposes a novel—yet not impracticable—solution. Writing in trenchant style, and always sensibly, Mr. Shaw is worth reading. MACLEAN'S MAGAZINE shares with a London (England) daily paper the right to publish this article by Mr. Shaw. In passing, we desire to suggest to you that the class and quality of articles and contributors which MACLEAN'S MAGAZINE is securing are matters for all Canada to have pride in.

- It scarcely needs to be said that such a wealth of good reading matter, much of it of first-class current interest, makes MACLEAN'S MAGAZINE take its place fairly alongside the best magazines in the world.

FICTION

THE WINNING OF YOLANDE

A delightful love story, the third and last of a series by **Ethel Watts Mumford.**

IN THE SHADOW OF OLD CREATION

A strong story of adventure by **Archie P. McKishnie.**

THE PAWNS COUNT

Another long instalment of the secret service serial by **E. Phillips Oppenheim.**

THE MAGIC MAKERS

Second instalment of the strong Canadian serial story by **Alan Sullivan.**

ALL THE USUAL DEPARTMENTS

The Business Outlook.
The Investment Situation
Books
Women and their Work
Review of Reviews.

THE BEST NUMBER YET.

At All News-Stands 20c.

Here are saleable wash-boards

Zinc, tin and glass washboards with basswood frames—good looking enough to make attractive displays and serviceable enough to satisfy the most particular housewife.

These washboards are dependable in every way. The zinc, tin and glass rubbing surfaces are very best quality and the basswood frames are entirely free from splintering and slivering.

There's a neat profit for you on every sale of these boards. Write us now and learn full particulars.

The Wm. Cane & Sons Co.
LIMITED
NEWMARKET, ONTARIO

A growing demand

is the feature of Marsh's Grape Juice in every community. Make your store the headquarters for Marsh's.

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario Agents

Rose & Laflamme, Ltd.
Montreal, Que.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35

W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn—½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $16.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label), Talls, 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Individuals, 95c doz.
Pork and Beans, Chili (red and gold label), 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
1 doz. per case, at $10.00; 10-oz. bottles, $5.00.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottles $5.
Canadian Boiled Dinner, 1s, $2.50.
English Plum Puddings, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage—1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops—½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken—½s, $6.00; 1s, $9.00.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch—1s.
Chateau Brand Pork and Beans—1s, $1.60; 2s, $2.30; 3s, $3.50.
Tomato Sauce, individual, $1.00; Plain Sauce, individual, 95c; 1s, $1.50; 2s, $2.05; 3s, $3.25.
Smoked Geneva Sausage—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 85
D. S. F., ½-lb.	3 50
D. S. F., 1-lb.	6 80
F. D., ¼-lb.	1 15

	Per jar
Durham, 4-lb. jar, each	1 30
Durham, 1-lb. jar, each	0 37

JAPAN TEA
The tender leaves — carefully picked and more carefully prepared—impart that same charm to your cup of Japan Tea as to the sacred tea ceremonial of Japan. Japan Tea carries a government guarantee of purity.
"Tea purifies the blood and cheers the heart".
—Ten Rhyne, 8th Century.
17

One of the Ads. in our Consumer Advertising Campaign

PEOPLE who look for and appreciate "something different" find their true ideal of tea goodness in this sweet, natural product of Sunny Japan. And you, Mr. Grocer, will find Japan Tea an excellent seller, a sure repeater and a good profit-maker.

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying

IMPERIAL Maple Cream Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00	$4 20
Lemon, 2 dozen		2 10
Orange, 2 dozen		2 10
Raspberry, 2 dozen		2 10
Strawberry, 2 dozen		2 10
Chocolate, 2 dozen		2 10
Peach, 2 dozen		2 10
Cherry, 2 dozen		2 10
Vanilla, 2 dozen		2 10

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freigbt rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes ¼c higher).

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	0.10½
Boxes about 40 lbs.	0.10¾
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	0.11
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0.11½
Barrels, 200 lbs.	0.11
Kegs, 100 lbs.	0.11
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0.13½
Kegs, extra large crystals, 100 lbs.	0.11½
Canadian Electric Starch— Boxes containing 40 fancy pkgs., per case	3.50
Celluloid Starches— Boxes containing 45 cartons, per case	4.50
Culinary Starches— Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10
Benson's Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.11
Casco Refined Potato Flour 1-lb. pkts, 20-lb boxes	.18

(20-lb. boxes ¼c higher than 40's except Potato Flour).

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs.	8 00
½ barrels, per 100 lbs.	8 25

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. [illegible]	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

FISH FOR LENT

EVERY day is a Lenten Fish Day this winter. More fish consumed, more sold and the public are buying more freely. Are you getting your share of this business?

A FULL ASSORTMENT

Pickled Salted Frozen Smoked

Our service is unexcelled. The quality the best. Prices as low as it is possible to do business on.

Winter Caught Whitefish, Tulibees, Pickerel, Halibut, Qualla Salmon, Cohoe Salmon, Smelts, Flounders, Tom Cods.

Herrings — Both Sea and Lake Superior, Frozen or Salted.

Ciscoes, Haddies, Fillets, Oysters.

Every Variety You Want.

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO

Fruit Phone: Main 6243. **Fish Phone: Main 6567.**

California Oranges

Crop this season running heavy to large sizes. Small, very scarce.

Florida Oranges

are exceptionally fine quality this season. We have car extra fancy fruit due Monday, if medium sizes wanted. Good quality.

Order Floridas also Florida Tangerines

California Celery

We have car extra fancy, good sizes, due Monday.

Send us your order

The House of Quality

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

APPLES

With high-priced Oranges this spring Apples will be heavy sellers.

REMEMBER

You can draw on us for a bountiful supply of good varieties.

Fine Northwestern Fruit in Boxes

Every Apple Extra Fancy and wrapped to protect from dirt or disease. Finest Eating Quality.

All the Best Kinds of Apples

from Michigan, Nova Scotia and Ontario. Fancy Kings, Starks, Baldwins and other varieties.

CALIFORNIA ORANGES

will run large sizes, mostly 100's and 126's.

FLORIDA PINEAPPLE ORANGES

Beautiful, juicy, high-colored fruit. DESIRABLE SIZES.

CALIFORNIA CELERY

We have car Extra Fancy. Best Sizes. Now Rolling.

Everything in Fruit and Vegetables.

Send Us Your Orders.

DUNCANS, LIMITED

North Bay, Sudbury, Cobalt, Timmins

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company

MONTREAL, CAN.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY, FLOUR AND FEED BUSINESS, stock and buildings, in thriving town; reasons for selling, ill health; apply Box 619, Tottenham, Ont.

FOR SALE — Solid brick store and dwelling, with good grocery business, shelves, counters go with store, owner leaving city needs the money, price $4,700, $1,000 cash. Apply L. Dodson, 375 Sammen Ave. Danforth Car to Cedarvale Ave.

GENERAL STORE BUSINESS FOR SALE AS a going concern carrying a stock of $25,000, and doing a good business, situated in a thriving village in Western Ontario; good brick building also for sale, or to rent; best reasons for selling; owner will leave $10 000 in the business at 6% interest. Apply, Box 276, Canadian Grocer.

GROCERY BUSINESS, TORONTO, FIVE thousand dollars, doing fifty thousand yearly; established 20 years. Genuine paying business. Apply, Box 275, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

POSITION WANTED

YOUNG MARRIED MAN WITH 15 YEARS' retail experience, desires position as traveller with good wholesale or specialty house. Highest references. Box 272, Canadian Grocer.

THOROUGHLY EXPERIENCED GROCERY man, married, ten years retail trade, desires travelling position. Apply Box 277, Canadian Grocer.

LINES WANTED

GROCERY TRAVELLER, WORKING EVERY store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

A RELIABLE SALESMAN HAVING A GOOD connection with the grocery trade, is open for a first-class grocers' specialty line for British Columbia and Alberta. Apply Box 270, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FIXTURES WANTED

WANTED — A USED DISPLAY REFRIGERATOR for meats—must he up-to-date and a bargain. J. A. Mulligan, Wardsville, Ont.

AGENCIES WANTED

ON ACCOUNT OF PROHIBITION COMING into force on the 1st May I have had to relinquish several good liquor agencies, and am now open for some new agencies. Anything to sell the Wholesale Provision Merchants and Wholesale and Retail Grocers. Albert Dunn, 17 Sault-au-Matelot Street, Quebec.

FOR SALE

A DAYTON MEAT SLICING MACHINE IN good order, cost $125, for $75 f.o.b. car. Gilbert's Grocery, Kingston, Ont.

FIXTURES FOR SALE

GREAT BARGAIN—LATEST MODEL CASH registers for sale; perfect order; machines worth $750 to $900. Machines can be seen at Loblaw's Stores, Ltd., 895 Queen St. East, Toronto.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

GOODS FOR SALE

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS. OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

LARGEST CANADIAN DEALER
ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

PAPER BALERS

All-Steel "Fireproof"
Made in 12 sizes.
Send for catalog.
Climax Baler Co.
Hamilton Ontario

Cash in on Your Book Debts

Get that which is rightfully yours.
WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so
Our organization is big enough to collect quickly anywhere.
Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency
Westmount (Montreal) Que.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

15 cents VOLPEEK
MENDS POTS & PANS

Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.
VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.
H. NAGLE & CO., Box 2024, Montreal

KING GEORGE'S NAVY

CHEWING TOBACCO

Swing lots of extra business your way

Once the men-folk of your town get "wise" to the real goodness of King George's Navy "Chewing" and to the fact that you are selling it, your sales will rapidly increase and your profits grow accordingly.

Never be without a good, big supply of this delightfully toothsome chew.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

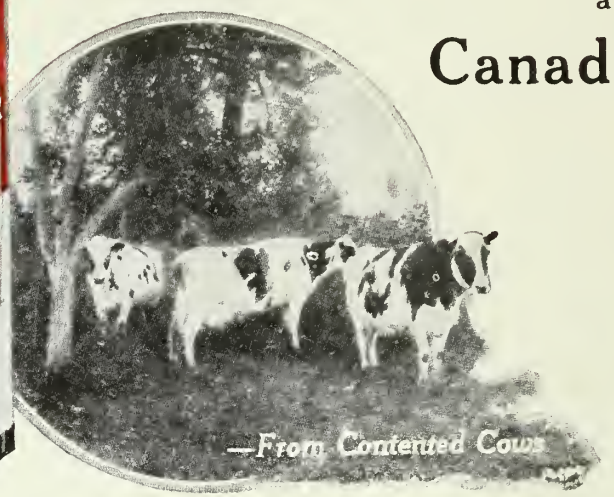
We Guarantee the Quality

of

Carnation Milk

and

Canada First Milk



MADE IN CANADA

Carnation Milk is known by thousands of housewives by our famous slogan—"From Contented Cows." This was brought about by constant, well directed advertising. This same advertising has made the grocer universally known as the Carnation Milkman.

By taking advantage of this dealer co-operation you can put Carnation into the majority of homes in your district. Once you stock your shelves with Carnation Milk—"From Contented Cows" and let your customers know that you are the Carnation Milkman for your district, your monthly sales total will show the result.

The Dominion Government standard for unsweetened, evaporated milk is 7.2% butterfat content. Carnation Milk has a butterfat content of 7.8%. This .6% more butterfat than required means—higher quality.

The quality of Canada First is backed by Government Bulletin No. 208, issued in 1910, and Government Bulletin No. 305, issued in 1915. This popular brand of evaporated milk is used for every milk use by thousands of housewives throughout the Dominion.

Your jobber has these brands, or can get them for you.

For store advertising material and information write to our nearest representative listed below:

D. Stewart Robertson & Sons, Kingston, Ont.
R. S. McIndoe, Toronto, Ont.
H. D. Marshall, Ottawa, Ont.
John Bickle & Greening, Hamilton, Ont.
J. Harley Brown, London, Ont.
J. Hunter White, St. John, N.B.
Rose & Laflamme, Montreal, Que.
Dastous & Co., Reg., Sherbrooke, Que.
Mitchell & Turcotte, Quebec, P.Q.
Tees & Persse, Ltd., Winnipeg, Man.
Tees & Persse, Ltd., Fort William, Ont.
Tees & Persse, Ltd., Regina, Sask.
Tees & Persse, Ltd., Moose Jaw, Sask.
Tees & Persse, Ltd., Saskatoon, Sask.
Tees & Persse of Alta., Ltd., Calgary, Alta.
Dominion Brokerage Co., Edmonton, Alta.
Oppenheimer Bros., Ltd., Vancouver, B.C.
Pyke Bros., Halifax, N.S.

CARNATION MILK PRODUCTS CO., LTD.
AYLMER, ONTARIO

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, FEBRUARY 8th, 1918 No. 6

Welch's

"The National Drink"

Becomes better liked each year. Many who have tried Welch's because of the temperance wave have developed into permanent users because they found Welch's not a cheap summer drink, but a delicious beverage with real food value.

The Welch plant at St. Catharines was built with one idea—to maintain Welch Quality under all conditions. So when you sell Welch's you know you are handling "legal tender" and its ability to satisfy will bring you cash, not paper, profits.

1918 should net you a greater return than ever. We shall be glad to help your sales with the right sort of display material.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Syrup

Crystal DIAMOND Syrup

Pure Cane

A fine quality syrup at an attractive price.

This is the season to sort up your stocks.

St. Lawrence Sugar Refineries, Limited
Montreal

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,
or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Leaders *of* Quality

WITH Borden's everywhere recognized as the "Leader of Quality" in Condensed Milk Products, with the Borden consumer advertising building up and steadily maintaining the nation-wide Borden demand, with the profit margin on sales big and solid and business building —with all these factors in your favor don't you think it will pay you to keep your Borden supplies always well displayed?

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

What Sells Jelly Powders

YOU can always sell an article that the public knows is worth. The name "Shirriff" alone is sufficient introduction to Canadian households. It has stood for quality for more than thirty years.

Shirriff's *Jelly Powders*

are established everywhere because of the deliciousness of their true fruit flavors. They make brilliant, sparkling jellies. They are the high quality product that you know by experience will stir up sales.

There is a full line of these fruit flavors, and we have every facility for prompt deliveries. You will find them one of the best "movers" on your shelves. Handsome window dressing material supplied. Why not start with a case or two now?

Imperial Extract Company, Toronto

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

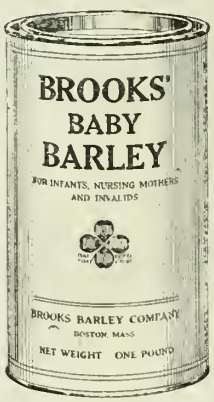
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.



Order from your wholesaler.

THREE SIZES.

½ lb.,	per doz.	-	$ 2.30
1 "	" "	-	3.80
3½ "	" "	-	11.50

Agents for Canada:

Harold F. Ritchie & Co., Limited
TORONTO

Made by BROOKS BARLEY COMPANY, Boston, Mass.

If any advertisement interests you, tear it out now and place with letters to be answered

Your Duty? Do It Now

Help your customers do theirs by offering them *"Quality Brands"* of Canned Fish and such lines that will enable them to help save food necessary for our Allies.

For the Lenten Season we offer:

"Patrico" Brand Lobster in Tins
"Scotia" Brand Lobster Paste
"Wave Kist" Brand Tuna Fish
"Crossed Fish" Brand Sardines
"Sapphire" Brand Sardines
"Royal" Brand Sardines
"Pt. Clear" Brand Shrimps
Purity Cross Brand Creamed Cod Fish
Purity Cross Brand Creamed Finnan Haddie
Purity Cross Brand Creamed Salmon with Green Peas
Purity Cross Brand Creamed Chicken-a-la-King
Purity Cross Brand Welsh Rarebit
Purity Cross Brand Graced Spaghetti

All these Lines are suitable for Overseas Boxes

We Invite Inquiries.

W. G. PATRICK & CO., LTD.

DISTRIBUTORS

Toronto Montreal Winnipeg New York

Yes, this season again "Curling" Brand is made from Seville Oranges

SEVILLE Oranges are remarkably scarce just now, so much so that in this season's pack many marmalade manufacturers have been forced to substitute other varieties.

NOT so with the makers of "Curling" Brand. From the ample supply of Seville Oranges on hand we can supply the trade with the same high quality Seville Orange marmalade that has made "Curling" Brand universally recognized as *the* brand of marmalade.

STOCK a good supply of "Curling" Brand now. Display it. You'll find the demand worth while and repeat sales certain.

St. Williams Fruit Preservers, Limited

ST. WILLIAMS, ONTARIO

Distributors:

MACLURE & LANGLEY, LIMITED

Toronto Winnipeg

The Punch!

Put the necessary punch into your marmalade sales by featuring and recommending the ever popular

E.D.S. Orange Marma ade

The New Season's Pack is now ready for distribution

The quality of this line is truly worthy of the E.D.S. reputation. Selected oranges! Pure cane sugar! A jar full of customer satisfaction.

Order from any of the undermentioned.

E. D. Smith and Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered

Are you boosting the Checkerboard Calf Club?

Every Calf raised helps win the war

If you're not you should begin right now, for in so doing you'll be boosting your own profits and doing a mighty big bit towards the winning of the war.

We want to get 1000 members for the Checkerboard Calf Club, —boys and girls in rural communities—and we are offering special prizes for the best Calf fed on

PURINA CALF CHOW

The competition is arousing keen interest. Our slogan **"Every Calf raised helps win the war!"** is appealing to a patriotic public—the idea has caught on and dealers everywhere are "Cashing in" on the big demand for Purina Calf Chow.

Be one of those dealers. Tell your people about the Calf Club. Tell them you sell Purina Calf Chow. Urge them to have the little people help "lick the Kaiser" by increasing the Allies' meat supplies.

The Chisholm Milling Co., Limited, Toronto

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

A sugar that you'll be proud to sell

The quality of Royal Acadia Sugar will please the most particular housewife coming into your store.

You can unhesitatingly recommend Royal Acadia—it's the finest and purest grade of refined sugar on the market. For every known sweetening purpose.

Sold in 2 and 5-lb. cartons; 20 and 100-lb. bags; half-barrels and barrels.

DISPLAY ROYAL ACADIA

The Acadia Sugar Refining Co.

Limited

HALIFAX, CANADA

CLARK'S PORK AND BEANS

ALL THE FOOD CONTROLLERS TELL US

FOOD ECONOMY

will help

WIN THE WAR

You, Mr. Grocer, and your customers know the appetizing and nutritive quality of Clark's Pork and Beans. A meal of Clark's means both SATISFACTION and ECONOMY.

W. CLARK, LTD. Clark's **MONTREAL**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.

Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stack always on hand.

VANCOUVER, B.C.

Let us connect you with the Western Markets

Our organization with its well established prestige and its live-wire salesmen is the one thing needful to get you "in good" with the western buyers.
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!
May we send you full particulars?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are Pioneers of Business Expansion

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackage Storage Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

Beans

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISER

TO Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

QUEBEC

Complete Trade Connection.

JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

C. B. HART, Reg.
Wholesale Grocery and Merchandise Brokers
489 St. Paul Street W.
MONTREAL

Kindly mention this paper when writing Advertiser.

J. L. FREEMAN W. J. SHEELY

FREEMAN AND SHEELY
WHOLESALE GROCERY BROKERS

St. Nicholas Bld. MONTREAL

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

BECAUSE Furnivall quality embodies all that the most particular housewife can demand in purity and deliciousness these Canadian-made jams are growing more popular daily. Ask any of these agents to ship you a supply.

FURNIVALL-NEW, Limited
Hamilton, Canada

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

JAPANS—CEYLONS

☛ We have now in store some fine selections of these teas.

☛ They were imported upon a lower basis of cost than the present quotations.

☛ We advise customers to make selections and purchase without delay.

☛ Prices will advance further, as shipping conditions have become more serious.

Tea Importers

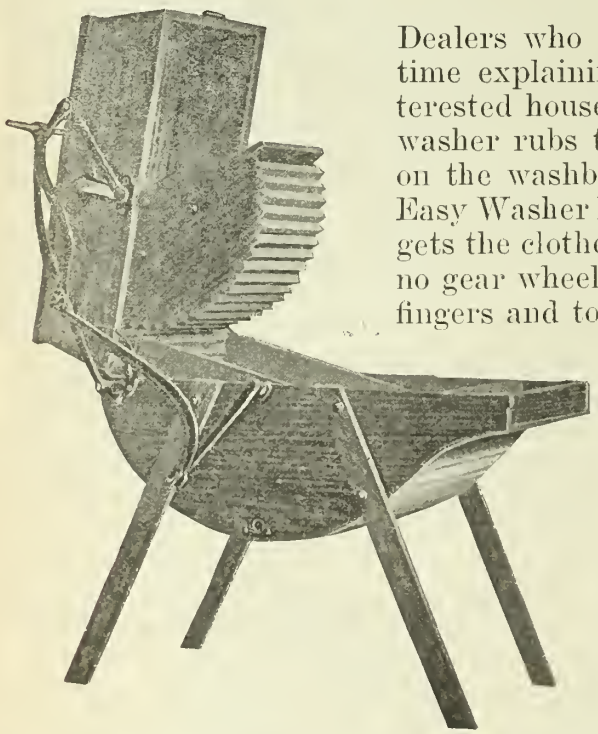
KEARNEY BROS., Limited

33 St. Peter Street, MONTREAL

(ESTABLISHED 1874)

Coffee Roasters

The Easy Washer is an Easy Seller



Dealers who sell **Easy Washers** don't have to waste time explaining its principle of operation to the interested housewife. She can see at a glance that this washer rubs the clothes naturally, just as she would on the washboard. The only difference is that the Easy Washer has **two rubbing boards** and consequently gets the clothes clean in half the time. Then there are no gear wheels to explain away or to suggest jammed fingers and torn clothes. The **Easy Washer** is simple in construction and operation and its price places it within the reach of every family.

Made in two sizes for "standard" and large families. Crated singly, legs loose to prevent breakage.

The Canadian Woodenware Co.

St. Thomas, Ontario

Manufacturers of The Easy Washer, highest quality Washboards with Glass, Zinc and Metal rubbing surfaces, Clothes Horses, etc. Write for illustrated catalogue and prices

Every Good Grocer

who appreciates an easy-selling, customer - pleasing product should make a point of constantly featuring our delicious

OLIVE BUTTER

When a customer once realizes the delicate, palate - tickling goodness of this line you can "bank on" selling her lots more of it. And you'll make a nice profit on every sale.

Also show our "Chicken a la King" "Chili Con Carne" and "Pure Tomato Paste." They're big sellers.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

Tell Your Customers

about the great suitability of

EVER-READY COCOA

"Dandee" Brand

for shipping overseas.

Have them try it out at home. There is no better or more convenient cocoa for family use. The mere addition of boiling water makes a delicious, health-sustaining food beverage. No milk or sugar required.

Put up in 4 and 8 oz. tins. *Keep it displayed.*

Manufactured and Guaranteed by

Litster Pure Food Co.
TORONTO Limited

THE best housewives are everywhere insisting on Wonderful Soap because they recognize its wonderful cleaning qualities, its unlimited all-round goodness. Grocers should constantly feature it in interior and window displays—the profits are very satisfactory.

Write for Price

Try our "Crystal Soap Chips," "The Best Ever."

Guelph Soap Company
GUELPH, ONTARIO

The Canadian Salt Without a Fault

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say: "It is as pure as Windsor Salt."

Windsor Salt has probably been used in her home for years.

Windsor Cheese Salt
Made in Canada

If any advertisement interests you, tear it out now and place with letters to be answered

Sell RICE

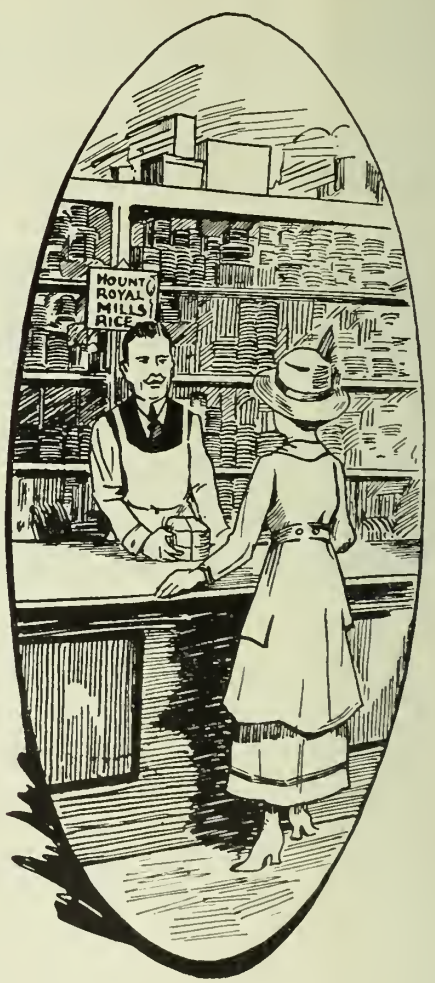
and help conserve the country's wheat supplies

The present campaign for conserving Canada's wheat supplies gives the grocer a particularly fine opportunity to push the sale of Rice—the ideal wheat substitute.

The demand for this inexpensive and highly nutritious food is always good but is certain to receive added impetus from the nation-wide food conservation movement, as well as from the fact that it undoubtedly offers the housewife more real food value for the money than any other product on the market.

Show Rice, then, in your store daily. Tell the housewife about its nutritive value and remind her that you handle

Mount Royal Mills Brand



Mount Royal Milling and Manufacturing Co., Limited

D. W. Ross Company, Agents, Montreal

Victory Bonds
EAT BEANS
EAT BEANS
EAT BEAN
ON SALE TODAY
REDUCE THE HIGH COST OF LIVING AT ONCE
ON SALE TODAY
REDUCE THE HIGH COST OF LIVING AT ONCE
OFFICER IN CHARGE BRITISH BASE DEPOT HAVRE FRANCE
FEVES AU LARD SIMCOE
SE TROUVE
DOMINION CANNERS LIMITED
PURE FOOD
ON SALE TODAY
REDUCE THE HIGH COST OF LIVING AT ONCE

An effective window display of Simcoe Baked Beans recently shown by Fraser, Viger and Company, Montreal.

People stopped to look at this window trim

It got their attention through the neat, single unit display idea and it produced direct results by driving home to them the great economy of substituting

Simcoe Baked Beans

for expensive meats.

You can make your displays equally resultful. We'll supply you on request with store cards like those shown above. They will focus the housewife's attention and boost your sales of Simcoe Baked Beans immediately.

Write now for supply and get your stock of Simcoe Brand on display.

Dominion Canners Limited

HAMILTON, CANADA

Start recommending this brand to-day and watch your Baking Powder sales increase

A safe Baking Powder to recommend to your customers

Here are a few facts to remember in selling Egg-O Baking Powder.

1st. It is prepared from the finest materials that is possible to select.

2nd. Egg-O is economical. Your customer will use less of Egg-O than of ordinary baking powders.

3rd. Egg-O can be used with sweet milk, sour milk, buttermilk or water.

4th. Its purity and quality are guaranteed not only in the can but in the baking, and that guarantees satisfied customers.

Egg-O—the Standard Baking Powder.

Egg-O Baking Powder Co., Limited
HAMILTON, CANADA

Will our many friends throughout Canada kindly address all future orders and other communications to us in full, as follows:—

Hargreaves (Canada) Ltd.

24-26 Wellington Street West
TORONTO

We ask this, as owing to incomplete addresses, considerable delay has frequently happened of late in the delivery to us of communications, which have first been sent to a concern of a similar name in Toronto.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont. Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

Housewives' League Favor Packages

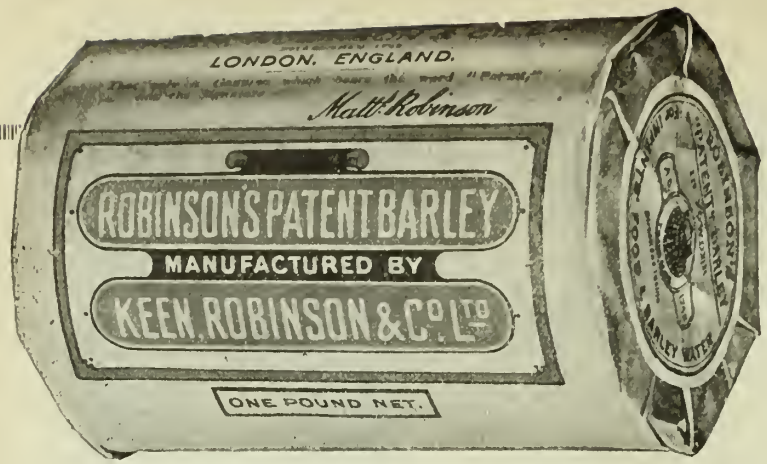
Frank Stockdale, the American Retail Merchandising Expert, recently gave a series of lectures to large gatherings of retail merchants, wholesalers and manufacturers in Convocation Hall, Toronto. During the course of these he made the following statement:—

> "The Housewives' League in New York started out to put on a campaign to buy in bulk, and they came up against the question of sanitation and the preservation of merchandise. The League turned over to the other side and are now advocating goods in packages instead of in bulk, the standardization of produce and the amount of product that you get. These three are important reasons for buying merchandise in packages in some cases at least."

Mr. Stockdale's statement is worth serious consideration by all merchants who desire to keep abreast of the times. Package goods are favored by the better class of housewives everywhere. And naturally the demand for Red Rose Tea, a standardized product protected by the sealed package with the weight plainly shown, grows larger all the time.

T. H. Estabrooks Co., Ltd.

ST. JOHN TORONTO WINNIPEG CALGARY



You would do well to keep your stock of

ROBINSON'S "PATENT" GROATS

and

ROBINSON'S "PATENT" BARLEY

CONSTANTLY DISPLAYED

Your customers know Robinson's and a little reminder in the shape of a window or counter display will tap a bigger source of profit for you.

Steady "repeats" will convince you that the Robinson lines are worth pushing.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO — 191 ST. PAUL STREET WEST, MONTREAL

Made in Canada

Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.

Made in Canada

CANADIAN GROCER

Vol. XXXII. TORONTO, FEBRUARY 8, 1918 No. 6

Order Licensing Food Retailers Soon

System Fully Detailed in "Canadian Grocer" Dec. 21, 1917, is on Eve of Coming Into Full Effect With Return of P. B. Tustin From West—License Required For Each Distinct Line of Food Supply Business

Special to CANADIAN GROCER.

OTTAWA, Feb. 7.—Action of the Food Controller's Department in definitely ordering the licensing of all retailers of food products may be expected within a few days.

P. B. Tustin, who is acting head of the administration concerned with this matter under the Food Controller, has returned to Ottawa from the West, and announcement that the license proposal is definitely launched is daily expected.

Difficulties in relation to the co-operative associations of the West were in process of being adjusted. With their adjustment, the proposals fully detailed in CANADIAN GROCER of December 21, 1917, will come into effect.

License Fees Fit Turnover

Cost of the licenses will be proportionate to the turnover of the business. The minimum fee will be a dollar. This provides for turnover up to from $20,000 to $30,000 per annum. With a turnover of from $40,000 to $60,000 per annum the license fee would be $3. From $60,000 to $75,000 would entail a license fee of $4.00. From $75,000 to $100,000 would mean a fee of $5.00, and so on. License fees are payable annually, in advance of course.

Different Businesses: Separate Licenses

For each distinct line of business carried on in his premises the food retailer must have a distinct licence. That is to say, a merchant of foodstuffs cannot under one license retail beef and meats as a butcher, and also groceries and fruits. There will be distinct butcher licenses, distinct grocery licenses, and distinct fruit store licenses. All three lines may be retailed in one store, but three licenses will be required, and the

retailer will have to be able to state distinctly what proportion of his business turnover is in each particular line of foods sold under each separate license.

Government Has Right of Search

Under the new system, when it comes into effect, the Department of Food Control will have right of enquiry into all matters in relation to the businesses licensed or to be licensed. Books, stock, methods, premises, all similar details affecting the business in any way are to be freely accessible to the Government.

Applicants for licenses will have to furnish reasonable assurance that they are competent as retail merchants. Some form of examination in the essentials of business will probably be instituted.

On another point the Department of Food Control is to be insistent. That is on the point of proper sanitation of all premises used for the storage, handling or selling of food products.

22,000 Retailers Affected

There are twenty-two thousand retailers of groceries in Canada, according to Food Controller Thomson, all of whom come under the new licensing system, of course. Other merchants affected will be the butchers, the fruit and confectionery stores. Confectionery will be licensed separately from fruit and groceries.

Only foods are affected by the licensing system at present. It will not be necessary for a retailer who handles cigars for instance to have a license for this line apart from the Inland Revenue license.

Butchers, confectioners, grocers, fruiterers, manufacturers, wholesalers, commission agents and jobbers of foodstuffs are all subject to license immediately the new regulations take effect.

* * *

The Quantity Price Point

The matter of insistence under the new regulations that the manufacturers shall not make any difference in selling price to retailers of manufactured commodities for which there is a standard of price maintained, whether the quantity sold to the retailer be large or small has caused some doubt. In the view of W. C. Miller, Secretary of the Ontario Retail Merchants' Association, this is simply a matter of price maintenance, and means that no discrimination as to price of any food product can be made by the manufacturer in his dealings with either wholesale or retail trade. The retailer buying a small quantity of a product shall not be charged more than the retailer buying a large amount if a standard price is maintained for the particular product. Conversely the retailer shall not re-sell on the cut-price plan, but shall live up to his price contract with the manufacturer, or the manufacturer has the right to deprive him of supplies of the goods in question.

Definite announcement of the licensing regulations may be expected early next week according to the latest information.

Orders Cannot Be Taken by Phone

Significance of Heatless Days From Standpoint of Grocer — Attempt Being Made to Include Tuesday Instead of Saturday

"WILL a retail dealer in foodstuffs be allowed to take orders over the phone from his customers on Saturday afternoon and Monday afternoon and deliver the goods providing he does not keep his store open?"

This was a question CANADIAN GROCER asked the Assistant Fuel Controller, H. A. Harrington, Toronto, on Tuesday while discussing the new Ottawa fuel regulation in regard to the grocery trade.

"That would be conducting business, would it not?" replied Mr. Harrington. "For that reason it would be against the law."

Another question asked was whether a retailer would be allowed to keep on sufficient fire all day to prevent perishable foods from freezing. The reply of Mr. Harrington was that of course this would be only fair and just as it was most necessary that foodstuffs should not be wasted in any way.

The regulations cover the grocery trade only in central Canada including Ontario and part of Quebec. Mr. Harrington emphasized the point that the spirit of the regulation must be lived up to absolutely by every firm, small or large. There would be no exceptions apart from those stated originally in the order.

This order shows that grocery stores must close at 12 o'clock on Saturday and Monday, Feb. 9 and 11, as well as on Sunday all day. This will of course interfere with the Saturday trade of the retailer as Saturday afternoon and evening is always an important business day.

The Assistant Fuel Controller emphasized the point that if the regulation is to be effective and perform the service intended, there must be no exceptions.

"What about a firm that burns oil?" was still another question asked. The reply was that oil was fuel and that this would come under the new regulation. A later despatch from Ottawa, however, stated that the regulations referred only to coal.

Wholesale grocery houses may remain open solely for receiving freight after 12 o'clock noon but they shall provide only sufficient heat to prevent perishable goods from damage.

The regulations do not apply to Western Canada or the Maritime Provinces. They apply as far East as Riviere Du Loup in Quebec Province, as well as Ontario, East of and including Fort William.

Following telegram of advice has been sent to every branch of the Retail Merchants' Association of Ontario by Secretary W. C. Miller. The telegram here quoted was sent out on Tuesday, February 5:

"Strong feeling that Order in Council closing all stores Saturday and Monday recognised as extreme hardship to most merchants, Saturday being busiest business day. Have suggested the order apply to Monday and Tuesday. Will you wire protest to Sir Robert Borden immediately, requesting changes as suggested? Saving would be the same.

Retail Merchants' Association,
W. C. Miller, Secretary.

Delegation of Protest at Ottawa

A delegation consisting of the executive of the Ottawa branch is approaching the Premier and Fuel Control Department at present on the subject of this alteration. The feeling runs very high throughout Quebec and Ontario that to cut off Saturday afternoon and evening shopping would mean a tremendous upheaval of regular and established custom in household expenditure, that the fact that pay days in nearly all centres fall upon Saturday, and that in most cases household money is spent on food supplies on Saturdays, make the cutting off of this shopping day a serious occasion of extra difficulty to the retail trade. In the spirit of compliance with any reasonable measure for economy the closing of the retail stores on Tuesday afternoon instead of Saturday is suggested. Results of the efforts of the delegation at Ottawa were not available at time of going to press.

E. M. Trowern, Dominion Secretary, Retail Merchants' Association, was taking a prominent part in the negotiations.

Broom Corn Scarcity Means High Priced Brooms

Unusual Conditions Prevailing Early Last Year Made Manufacturers Expect a Declining Market—Crop Failures Sent Broom Corn Prices Skyward

THE high price of broom corn is bringing about a situation that will give a new record level to broom prices. As there was a general opinion early last year that there would be a material decline in broom prices owing to the large crop expected, and as some manufacturers were even so sanguine of better conditions as to prophecy material declines, the gradually mounting cost of brooms comes as a surprise to the average retailer.

There were many reasons for this seeming error in judgment. There was a very short crop of broom corn in 1916, and as a result of this, before the crop of 1917 came on the market, there was scarcely a bale of corn to be found in any broom corn warehouse in the United States, and manufacturers were practically all bare of corn. Consequently, both manufacturers and dealers were forced to go into the market and to pay what was then considered a very high price.

Large Crop Expected in 1917

A large acreage was planted in broom corn in the Spring of 1917, and conditions seemed to be rather favorable. A good crop was, therefore, anticipated, and broom corn dealers sent out circular letters freely advising broom manufacturers that there would be a large crop of corn and this would be a year to buy from hand to mouth. Newspapers in the broom corn sections also contained statements of a similar character. Late in the season, however, there was a period of very cool nights and also a period of hot winds which stunted the growth of the corn to a large extent, and when the broom corn began to be marketed in Oklahoma, which is the largest producing State, it was found that a very large percentage of the corn was exceptionally short in length, and that the longer growth, known as hurl corn, was extremely scarce.

Competitive Buying Sent Prices Soaring

There was also a very large amount of red and stemmy corn which is very undesirable, and when this became apparent to the broom manufacturers and dealers, there was a rush to secure the better and longer crops, with the result that instead of prices going down as had been anticipated, they went up very rapidly, and corn showing any length or quality could not be bought for less than from $400 to $500 per ton. This means from 20 to 25 cents per pound for corn in the fields, and when there is added to this a freight rate of about 1¼ cents per pound and 7½ per cent. war tax, it can readily be seen that broom prices must rule very high.

It was difficult for anyone who did not visit the broom corn market in the West to understand how prices could soar skyward so rapidly after he had been advised for some time that there would be a large crop, and that prices would be lower, but those who visited

(Continued on page 39)

An imposing array of small canned goods and other foods specially adapted for use in boxes to be sent to soldiers overseas, in the Overseas Goods Department of the Jackson & Son grocery, Guelph, Ont. The view of the Jackson store shown herewith illustrates the extent of shelf room devoted to the Overseas Department and the maximum display value secured in the arrangement.

Selling Overseas Goods by Display

Jackson Bros., Guelph, Have Established a Reputation For Themselves in This Line —One Hundred Tasty and Suitable Articles to Choose From — Keeping the Department Moving Stimulates Interest.

A FEATURE department which has grown into a more or less permanent fixture in the Jackson Bros. store in Guelph, Ont., is the overseas goods section. Located in the centre of a district which has responded well to the call of the army, Guelph offers a particularly fruitful field for trade in the specialties which are required to "finish off" the parcel to the soldier boy in France or England.

Three years ago the overseas goods department was commenced in the Jackson store and its history has been one of continuous growth until now it has far exceeded the usual bounds of such departments in the grocery trade. As can be noted by reference to the illustration herewith, considerable shelf room is devoted to the display of overseas goods. The shelves themselves are of such construction that they allow of the maximum display and are adjustable to various heights and with the goods attractively arranged in small groups a much desired effect is achieved.

Move the Goods Around

Mr. Jackson firmly believes that goods left in one place become stale and thereby lost much of their attractiveness to the customer. He applies this principle to his whole overseas goods department and moves it to various positions in his store from time to time. He has found by adopting this plan that customers who continually visit his store look for the department each time they enter, whether they are probable purchasers of this class of goods or not. In this way the department is given much free publicity and the result is that it is visited by a large number of the citizens of Guelph who are seeking articles with which to make up an overseas box. Mr. Jackson is particularly vigilant in watching for any specialties which add to the attractiveness of such parcels and many tasty little delicacies may be obtained here which are not usually found in such departments. It is by making a specialty of this class of goods that the Jackson store has achieved its reputation in this line.

Many manufacturers in both Canada and the United States, realizing that overseas parcels should be made up of specially prepared articles of food, are bending their energies to the manufacture of various types of food mixtures which lend themselves particularly to use in the trenches. This class of goods has found its way into some Canadian stores in limited quantities and where such articles have been found they have taken well. The reason for this is that owing to the limited capacity of the overseas boxes it is necessary to make each individual article as compact as possible; and the specialties which are now coming in in considerable quantities represent highly concentrated nourishment.

No Packing of Parcels

No packing of overseas parcels is done in the Jackson store. In some cases it has been found that more trade is brought where the store looks after the packing, but the experience of Mr. Jackson has been that many customers desire to make up their own parcels. They are therefore satisfied with having the goods for these parcels. The main feature emphasized in the Jackson store is to have the display of trench goods handy where the customer may examine articles closely; secondly to have the display so attractively arranged that it

compels attention. Due regard to these matters has achieved the desired end so that now customers enter the Jackson store and, without any attention whatever from clerks, go about their business of selecting what articles they require and take them to the counter to be wrapped and paid for. The average sale in this case is about $2 worth of goods, representing jars and cans of various articles of food valued at an average of 25 cents each.

Through unceasing efforts to give his customers as wide a selection as possible in overseas goods section, Mr. Jackson has assembled a stock representing approximately one hundred different articles all of which are very desirable for their purpose. There is not one article among them which would not be welcomed by any soldier on active service and not one which does not represent the highest nutritive value which could possibly be found in any article of its size. Arranged in groups on the shelves, according to a general classification, these goods can be located very readily by the customer.

Some of the Best Selling Specialties

Some of the tasty specialties which sell best in the Jackson store, and which are not in very general use in connection with overseas goods, are as follows: Canned prunes, lobster paste, devilled tongue, canned boneless chicken (more canned chicken sold for overseas parcels than ever before the war in the Jackson store), lobster substitute, fish flakes, clam chowder, beans and pork and lima beans. These articles range in price from 15c to 25c and are all good sellers. They represent only some of the articles not generally found in such displays, but the department comprised a substitute of other possibly better known articles.

Guelph is somewhat of a military centre and has sent a large number of soldiers overseas. The application of the Military Service Act has stimulated interest in military affairs to some degree, and with procedure overseas of further large quotas of soldiers from this district the overseas box idea is expected to develop rapidly. It has been a profitable department in the Jackson store, both in itself and as a medium for attracting general trade and many new customers. An artillery battery is located at Guelph as is also the Ontario Agricultural College. At Guelph is also located a convalescent hospital which ultimately will take care of 1,500 hospital cases. Where the military spirit is so dominant as in Guelph it is found that the plan of sending parcels overseas to soldiers is more active than usual for it must be remembered that many friends in addition to near relatives send parcels to soldiers overseas.

Running a Store With Your Eyes Open

An Address Delivered by G. Pryor Irwin, Business Expert of the University of Wisconsin, at the Newly-organized Business Course of the University of Manitoba, Winnipeg—Some Interesting and Suggestive Ideas

THE necessity of the merchant keeping his eyes open if he expects to make a success of his business was strongly emphasised by G. Pryor Irwin, instructor and lecturer in store management at the University of Wisconsin, who is one of the business experts who are speaking at the business course that has just been inaugurated in connection with Manitoba University, Winnipeg.

In the course of the Wednesday session, Mr. Irwin spoke on the subject, "Running your store with your eyes open."

Is Each Dollar Doing Its Duty?

"Every man," stated Mr. Irwin, who is in business and analyzes his business from this viewpoint would ask himself, "Is every dollar which I have invested in this business doing its duty?" When I suggest that question I suggest a question that is worthy of the consideration of every business man because investigations that we have made show that numerous business houses are turning only a small percentage of their stock and a large percentage is standing still, and at the end of the year there comes the question, "Where have my profits gone?"

We find, usually, that the answer is that a small portion of that capital has been productive, and a large portion has not.

Know Your Disadvantages That You May Meet Them

"Another question that is of importance," stated Mr. Irwin, "is the question, what of the location of my business?" "Is it convenient to the public?" "Is it on the beaten path, or is it out of the way?"

I remember on one occasion making that suggestion to a body of men. At the close, one gentleman said, "My dear sir, that question sounded foolish to me. I have built a brick building and I realize that it is not on the main street. Now, it is decidedly foolish for you to suggest to me, a business man, that I move my building over to the main street."

GEORGE PRYOR IRWIN

Lecturer on Retail Selling and Store Management, University of Wisconsin, one of the prominent speakers at the business congress being held by the University of Manitoba.

Judging Conditions on a Basis of Location

I said, "Yes, I agree with you that it would be foolish for me to suggest that, and I have not suggested it yet, but I have suggested that you, knowing conditions in your community, analyze that proposition from the viewpoint of the trade that you expect to get. Is it easy for those people to come to your store? Not that you will have to move your store, but rather, if you realize, knowing these conditions, that your store is at a disadvantage; that it is hard for people to get there; or that the walks are not so good, then what are you going to do? You are not going to say, 'That is too bad, and let it go at that.' You will go after it this way: you will say, 'Well, I am at a disadvantage, therefore, I must do something to overcome that disadvantage. If it becomes necessary for me, in order to overcome that disadvantage, to make a display attractive, then I can combine different items so as to make my display attractive. If it becomes necessary for me to handle merchandise of certain quality, in order that I may make the quality of my merchandise a drawing card, then I will do it. If it becomes necessary for me to use some unusual advertising to draw that trade from the main street, I am going to do that. In other words, I am going to make it worth while for that man to walk off the beaten path and come to my store.' So we do not suggest moving the store, but we do suggest that it is worth while to study and see if we are located at a disadvantage or whether we are not."

Knowing the Kind of Customers

Still another thing that suggests itself is, "To how many people and what kind of people am I catering?" Different communities have different people. There are business men who have said,

"I am going to run a store, here, stock it with merchandise, run it to suit myself, and I expect to have a large patronage." I have in mind an institution which was started in one of our eastern states some three years ago by two men, in a community that was apparently prosperous. They did a modern business, had excellent merchandise, their location was at least equal to any one else's location, and they had every prospect of success, yet those men were not making money and had exhausted their credit, in spite of their location, their merchandise, and the other features.

They had not studied the needs of that particular people, but had come there and opened up a business, had a few personal friends, stocked up with what the friends liked, continued to please themselves and their friends, while the majority of their customers were in an entirely different class. Those men should have asked themselves, "How many people are there in this town? How do these people make a living? I may not know their income, but I may have some idea, and then I will apply intelligently the information that I have received to the task of finding out what merchandise it is possible that people working under these conditions would want. I am going to study the majority of the patrons of my community, and I am going to serve that majority."

Advertising the Right People

Then there are certain houses in business that spend large sums of money in advertising, and after spending that money for advertising don't get results, and condemn it as no good.

Let me give you one instance which I investigated. A manager of a large store decided to launch an advertising campaign. He spent a large sum of money in getting out some advertising and sent it out in four directions in order that he might bring people from out of town to his store. From three directions there came responses to him enough to lead the man to believe he was justified in advertising. From the fourth direction there came absolutely no response. He began to investigate to find out why one-fourth of that money had been lost, and finally he discovered that the direction from which there had come no response was the direction where the trains came into town after the store was closed. In other words, he advertised to people that could not get to his store while the store was open."

Mr. Irwin then dealt with the matter of capital. "The first question," he said, is "Have I sufficient capital?" A man must have sufficient capital in order that he may compete with his competitors, not only in his own town, but outside. Every man who realizes that he is at a disadvantage because of having too little capital should immediately relieve the tension. He must understand that it is absolutely necessary to realize upon every dollar invested in that business; he should know what every dollar is doing, and that part of his dollars can not stand idle because he is already at a disadvantage."

Too Much Capital May be Disastrous

Then there is the other question: "Have I too much capital?" Too much capital was suggested to me because of two investigations which I have participated in in recent years. One was in a hardware and furniture establishment which had been running a number of years. Apparently they had a prosperous business, but when the time came to collect the dividends, they were found to be tied up in the store. Investigation proved that the store was carrying just three times as much merchandise as they could profitably carry. Money was easy to get. They had plenty of capital. They had stocked the store up with merchandise which could not profitably be handled, and which ate up the profits.

The second instance was the case of a large store there in the ready-to-wear department; there was a stock of garments that had not been moved for seven years. Think of that deplorable condition! Merchandise of that class seven years in a store! The manager said, "Well, they don't care; they have plenty of money; they are not compelled to turn it. In the same store where I was working before I came here, we were compelled to turn our stock every year, but it doesn't make any difference in this store; they have plenty of money." That had too much money in that business.

"Can I use the amount of money I have in my business?" The problem is to get rapid turnover of the merchandise. How many stores are moving merchandise with sufficient rapidity to pay overhead expense, interest, and give a fair remuneration to the executive? I venture to say that there are a large number of stores that are not doing this. Why? Because they have not centered their efforts upon that particular feature. They place articles on their shelves and allow some of them to sell and others not. After all, the whole aim of a store is to get a turn-over of the merchandise. Whether or not our merchandise is turning fast enough is a proposition well worthy of our attention. Do we know, or do we guess at the things we are doing with our capital? Do we know how our merchandise is moving, or are we hoping that it is moving? Are we buying merchandise that will move, or are we not? Are we guessing?

Moving the Merchandise That Shows Profits

Are we getting sufficient profit upon the merchandise we are moving? Are we moving merchandise out of our store that is paying probably no more than the overhead expenses, and then wonder where the profits go? Let me give you an illustration of one instance. This institution was having a large volume of business; they were apparently a modern store, buying good merchandise, did good advertising, and their sales increased in volume each year, and yet for two consecutive years there came to them nothing in the way of dividends at the close of the year.

Sales That Are Not Worth Getting

The careful study of the sales checks proved that apparently 70 per cent. of the sales were being made along the line of least resistance, which means the sales people had not had pointed out to them the possibilities of making themselves profitable, and the necessity of selling goods that would bring some return. They were all selling just the staples, working along the line of least resistance. For instance: In the grocery department we found there came in, perhaps, the wife in the morning with her order. She said, "I would like to have five pounds of sugar and a cake of —— soap, please." A clerk took the order and said nothing. He did not endeavor to do anything but take that order. You will agree with me that that doesn't make sufficient profit to pay for the delivery. So studying whether or not you are making a profit is well worth while to any man. Know what it costs to do business in each department.

Then there comes the consideration of organization, which takes up the human element of the business. It makes no difference whether your clerks be 1 or 100 in number, it is a question that requires the attention of every business man. You may build your modern stores, and you may buy merchandise of quality, but if you fail to have the right man in the right place, if you fail to make every person employed in your institution a reflection of your personality, if you fail to make them a real representative of your store, then you are going to lose a large portion of the remuneration that you are entitled to.

How the Catalogue Uses Salesmanship

The question therefore is, "What are you going to do? Are you going to practice vending merchandise, or are you going to exercise good salesmanship when you yourself wait upon a customer, and then have a delivery boy, who doesn't exercise salesmanship, handle your stock when you are away?" What does the catalogue do? The wife has a catalogue and looks for dry goods; while looking for that she sees there in colors certain articles. She may be looking for a table, and in doing so she has brought to her attention other articles of household need; she may be looking for shoes, and then she sees there a beautiful garment shown and she fancies herself walking down the main street with it on. She sees how becoming the colors are, because the mail order houses describe so accurately what they have to sell. Many merchants have goods piling up in their stores, and if a fellow wants to see it he can get to it, but if he comes walking into the store with nothing in mind, he will go out with nothing in mind, because you have not studied the merchandise nor trained your clerks, nor even pointed out to them the power of suggestion in selling.

Reduction of Travelers' Calls

Wintry Weather Has Reduced Calls so Far More Than Curtailed Train Service — Experiments in Fewer Calls Bring More Efficiency—Fully Trained Travellers Valued—Travellers Still Quite Numerous

EFFECTS of the curtailment of train services to country centres have not as yet become very apparent in reducing the numbers of travellers' calls on retail merchants, but some retailers notice that fewer calls are being made by men travelling in specialties. The staple men are still able to make about the usual number of calls. The only hindrances that have actually reduced calls of travelling men during January have been weather hindrances. Several Toronto firms found their travelling men retarded by snow-blocks, and small wrecks through disorganization of railway traffic. This is quite usual in January, and quite distinct from any operation or the effort to reduce expense in railway service by reducing number of trains.

Travelling Staff Kept Home

One Toronto firm of grocers' specialty manufacturers decided to keep their staff of travelling men home for the first weeks of the year, figuring that it would be more economical to do so under the weather-disturbed conditions of railway transit. Much delay is being experienced in shipping goods by freight, and there has been a considerable increase in the amount of shipments by express. The difference between freight shipment rate and express rate is payable by the merchant as a rule. Some merchants had been getting into the habit of ordering every little thing shipped by express until the extra cost was placed upon themselves.

Fewer Calls—More Business

The idea that if curtailed train service necessitates fewer calls on certain towns, and perhaps prolonged visits to other towns, suggests to certain men directing the grocery supply business that more business may actually result.

"You know a travelling man who has been long on the road on one familiar route gets to think he has been getting the very utmost out of his territory" said an executive of one house. "When something occurs to alter his set routine, such as cutting off of the train which enabled him to jump in on one centre, make a couple of regular calls, and get away again in two hours, he finds himself compelled to spend longer time in places. An active man and good salesman will not idle around but will drum up something profitable to do. He will probably discover unsuspected sources of business in what he thought were unlikely centres. Besides, by having more time to devote to the regular calls he used to make in a hurry, he may get them cultivated to better business. In the matter of number of calls we have to leave it a good deal to the discretion of the traveller in any case, and if train service is curtailed it will still be up to the traveller to get business."

More Attention—Better Orders

It has been found by one firm of manufacturers in Toronto that more careful attention to the retailer in taking his orders results in better and more satisfactory business for both parties. This applies to city trade which is often a source of difficulty, and which is said to be the most extravagantly served in travellers' too frequent calls. An executive—the president of the firm referred to said that they have been systematising their staff of travellers in the city so as to secure better results from fewer calls. This has been successful so far as it has been tried. Instead of telephoning their orders, the travellers write them down. Many mistakes are thus avoided. There are certain regular delivery times instead of haphazard "soon as possible" deliveries. This has effected big economies in handling shipments. There is no reduction of travelling staff though calls are made less frequently. The extra thoroughness given to each merchant's business by the traveller easily accounts for the extra time available, and benefits both parties, larger and more wisely selected orders coming in more regularly as a result.

Hard to Get Trained Travellers

A feature of the war situation affecting the travelling department of business is the difficulty of getting thoroughly trained travelling men. Undoubtedly more effective work could be done by trained-to-the-limit travellers, making fewer calls, but trained-to-the-limit travelling men are scarce. Many of the young men who were getting the right foundation laid for hundred per cent efficiency on the road have gone to the front. Middle-aged men have come into the wholesale grocery business as travellers and are making good with no pretence of long experience. Young men who were just boys when the war began are developing into good road representatives of houses in which they were trained, but these men are either enrolled as soldiers, or if they escape the draft, are apt to move to other concerns offering them higher wages, and the general result is a feeling that fully trained travellers are not easy to secure. One or two houses have found this; some firms have not been affected as yet in this way at all. Large package tea concerns for instance are able to report that their travellers (often middle-aged men who have given their lives to learning the tea business thoroughly) are still with them as for years back, and that the draft has not affected them at all as regards outside representatives.

Plenty of Travellers Still

That the actual number of travellers on the road is still about the same as before curtailment of train service was talked of is noted by the fact that the number of travelling men's railway tickets isued for 1918 is not reduced as compared with 1917, at least in respect of bona-fide travellers carrying samples and representing houses shipping goods as a result of the travellers' efforts. But there has been an elimination of travellers representing firms whose business does not consist in shipping goods. This, however, means only a trifling reduction in number of tickets issued for commercial travellers' use. In view of the recommendations regarding reduction of train services and the curtailment of travellers' calls which have been before the Food Controller since the proposals for licensing of food distributors as reported in CANADIAN GROCER, wholesalers and manufacturers are interested in the developments of the advancing year both as to train services and travellers' calls.

Bread from New Flour on March 1st

After This Date Bread From Old Patent Flour Will Not be Marketed—No Likelihood of a Set Price For Bread—New Flour Quite Satisfactory—The Order-in-Council

Representative bakers from all parts of Canada were recently in Ottawa conferring with Prof. Harcourt, of the Food Controller's staff. This committee is taking up such matters as the size of the loaf, standardization of shortening, and the elimination of fancy loaves.

A full understanding has not yet been reached on these points. It is understood, however, that a standard loaf and a standard shortening will be agreed upon. This new bread will be introduced by all bakers on March 1 that being the final date decided upon when the bakers can deliver bread made from the old quality of flour.

There will be no attempt to set the price of the standard loaf. This matter will be left to the regular operation of trade competition.

The Surest Way to Win the Game

The Gospel of Co-operation as a Means to Success—Wholesaler Urges the Wisdom and Need of a Closer Understanding Between the Different Elements of Trade

By Joseph Laporte, of Laporte-Martin et Cie., Montreal.

I HAVE always been a lover of sports. When I was at college, football, lacross, baseball and hockey had the most attraction for me, because these games required a great deal of team work and co-operation to gain victory. Never in my mind has a game been won by a team when this basic principle of co-operation has been ignored. As I look back upon these years I am deeply impressed with the importance team work played in the successful ending of these games.

Since my entrance into the business field I have been unable to keep from drawing a very close parallel between the sporting games of my youth and the business game of my present days. As years go by I may have to change my mind, but so far I have looked upon business as a wonderful game; a game that must be played honestly and seriously if one wishes to enjoy fully the fruits of success. For what pleasure and satisfaction will victory bring to him who has won it through slick methods, and who does not feel that he has accomplished something useful to his community besides personal reward?

That co-operation is the only sure way to permanent success is my firm conviction. Now if co-operation gives efficiency and success to a team, will it not bring the same results to a business organization, a trade and to a nation? The sooner we realize this principle and put it into practice the sooner will we attain greater efficiency and commercial success.

The time was never more opportune and the need for co-operation never greater than it is to-day. The war has brought upon us many new and difficult problems, problems that must be dealt with squarely and rapidly. Every moment counts and the least hesitation may spell irreparable losses. We are all confronted with the problems of delivery, credits, collections, increased turnovers and reduced costs.

Pride a Drag on Efficiency

We have our own ideas on these subjects and we know some of the answers. Still we feel that there may be a better way than ours to solve the difficulties. We buy books on the subject which are very valuable in their sphere, but somehow we do not always manage to put their teachings into practice. During all this process we have felt that we could go to a better doctor for our illness, we even know his name but personal pride has prevented us from going to him for fear that people may think we are ignorant or at least erratic to go to our competitors for a remedy.

There lies the chief cause for the slow development of our business efficiency. We do things our own way. We are jealous of our ideas. If we are powerful we do not want to give the key of our success to the little fellow. If we are small we say "Ah, what's the use?" We lack confidence in others and thereby keep back the development of our own business and our community's as a result.

The Need of Standardization

Since the United States entered the war they have proved conclusively the truth of the principle of co-operation. Just one instance will illustrate my point. When the American army reached France with its fleet of motor trucks it was seen that in order to make repairs to broken down machines it would be necessary to keep a stock of 20,000 different parts of different makes of machines. Imagine the room and time needed in keeping this stock in proper shape. What did our friends do? The American government immediately called in conference all the chief engineers of the different manufacturers of automobiles, explained the situation and asked their co-operation. It was agreed that a standard engine should be constructed for the army's use, and that that engine should be the best that man could produce. In a few moments valuable trade secrets that had been kept jealously from everybody were thrown open to the knowledge of all competitors for the good cause. The result was the creation of the Liberty motor, the best in existence. Isn't that worth considering?

Let the Trade Co-operate

Why not apply the same principle to the trade? Let the manufacturers get together and study their own problems with a view to eliminate waste and promote greater efficiency in the manufacturing business. Let the wholesaler do the same thing. The retailers should also study their problem on common ground for everybody's benefit. What would be the result? A knowledge of the problems that worry each of us with the best solution available to all.

Should we stop there? No, by all means no! The manufacturers, the wholesaler and the retailer should meet at the same table and co-operate together towards solving those problems in which we are all interested. Then we would attain undreamed of efficiency.

I venture to predict the maximum of success to the trade which will recognize and put into practice this great principle of co-operation.

This may seem a wonderful dream, but wonderful dreams of this kind are not impossible. With the goodwill and determination of every class of trade I fully believe it can be accomplished. It's the only way to win the game.

DISTRIBUTE FROZEN FRESH FISH

Fish Committee Secures Large Supply From Western Lakes to Retail at Low Price—To Grade Halibut Prices

The distribution of fresh fish caught in the western lakes of Winnipegosis, Winnipeg, Manitoba and other inland waters west of the Great Lakes, has been effected by the fish commitee. Already 36 cars of frozen lake trout and whitefish caught in these waters have been brought to the Ontario market. Prior to the recent regulations this supply of fish has been sent to the American markets of the Middle West States. Of 227 cars shipped from the lakes 36 were marketed in Eastern Canada, 66 cars were sold in the central provinces, and 125 cars went to the American market.

Under the regulations the fish is sold to Canadian retailers at 12½c a pound. There are as yet no regulations to prevent United States dealers from enjoying the extra profits through the securing of this fish at the reduced price to the Canadian trade.

A step in the plan to encourage the purchase of coarser fish from Atlantic waters is the sale of a car of Atlantic cod and haddock to the Lambton County Co-operative Society. This fish has been distributed at 9c per pound in 200-pound lots. There are 100 cases or one ton of fish in this shipment, and instructions accompany each case for the storage and pickling of the fish, so that there will be no waste if any of the shipment is on hand when warmer weather sets in.

The Food Controller has issued a statement to the effect that dealers in Eastern Canada handling halibut should make their purchases on the basis of grades. In the marketing of halibut at the port all transactions involve three grades of halibut. Prime halibut consists of fish weighing between ten and seventy pounds; chicken halibut are the small fish under ten pounds, while the overs are the fish weighing more than seventy pounds. The price quoted in newspapers is on prime halibut only. Other grades contained in a cargo are paid for at one-half the prime halibut price. It is evident that a grading of halibut by retailers would result in considerable benefit to the consumer.

HOG PRODUCTION CAMPAIGN IN BRANT

At a recent meeting of the Brantford Board of Trade $400 was collected in ten-dollar bill subscriptions with which to purchase brood stock. This sum is sufficient for the immediate launching of a hog production club in Brant county.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Phone, Main 3449.

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EDITORIAL BRIEFS

AMERICAN packers are being accused of combining to keep down the prices of hogs. Canadian packers were reproached at the time of the recent inquiry because there was no evidence that they had tried to do so. Trying to satisfy the producer and the consumer at the same time is not difficult—it's impossible.

MORE MISINFORMATION

W. F. O'CONNOR has made another of his disastrously misinformed statements. Mr. O'Connor may be well intentioned, but it is certainly to be deplored that a government department should lend itself to creating a prejudice against any business interests. This sort of statement does material harm, and certainly achieves no shadow of useful purpose. Mr. O'Connor still persists in the correctness of his statements. He claims that the tremendous accumulation of eggs is in the hands of a few merchants only. Every single produce merchant in Canada is suffering under his aspersions.

What is the virtue in these veiled charges anyway? If Mr. O'Connor has information that he believes gives ground for his conclusions, by all means let him make it public, so that it may be disproved in the shortest possible time. It is distinctly Mr. O'Connor's move. Produce men generally have given a categorical denial to Mr. O'Connor's statements.

EXPORT TRADE REACHES HUGE TOTAL

AN exceptional growth in volume and value is evident in Canada's export trade.

Figures for 1917 reveal the fact that Canada's trade in food, ammunition and other manufactured products with the Allies is reaching such proportions that gradually the status of the Dominion as a debtor nation is improving.

Practically all branches of industry have participated in this expansion, which shows an increase during the three-year period of approximately 58 per cent. in mineral products; 26 per cent. in fishery products; 31 per cent. in forest products; 177 per cent. in agricultural products, and 469 per cent. in manufactured goods.

FEWER TRAVELERS, THEN WHAT?

BECAUSE of the reduced number of available men—because of higher traveling expense, in money and especially in time, because of a scarcity of goods to sell—there is a probability that merchants in the out-of-the-way centres will not see as many travelers as a year or two ago.

The calls of these "ambassadors of trade" will be missed. There is no better friend to a courteous merchant than one of these travelers—men who see much, and who are only too glad to pass on suggestions, suggestions, moreover, which do not grind their own particular axe. Still, if the war results in the number of travelers' calls being reduced—and that seems certain—then the merchant will need to lay his plans accordingly. Greater than ever will be his dependence on the printed message. Perhaps more frequent trips to the buying centres will be profitable.

A HOPEFUL WORD

"THERE seems to be one thing that American people do not realize," said Mr. Hoover, the United States Food Controller, "that is that in America corn comprises, either directly or indirectly, one-half of the food supply. For three months we have been facing a shortage that practically amounted to a corn famine. This condition has been reflected in the prices of meats, bread, milk and other commodities. Now we have a record crop of three and a quarter billions of bushels that is just beginning to come into the market. One difficulty has been that the corn crop is four weeks late and another is that the crop is soft and takes time for maturity. Then on top of this is the car shortage, which makes the problem hard to solve.

"By January 15 the corn crop should be moving freely and at reasonable price. The real fundamental economic relief is coming with the movement of the corn crop."

Current Events in Photograph—No. 6

ONE OF WAR'S HARVESTS

AN occupation not without its risks. Salvaging unexploded torpedoes and loading them for transportation to a nearby supply station where they are inspected and returned to the front if found to be in good condition. In the photo is seen a fine harvest of Fritz's aeroplane bombs, which will be returned to him by the shortest possible route.

Lighting Ontario Store Windows Prohibited

Necessary Power Conservation puts a New Demand on Merchant's Patience—Only Such Lights as Are Essential Permitted—Will Give New Impetus to Early Closing Idea

THE order of Sir Henry Drayton, Power Controller, that became operative on January 8 last, curailing the lighting of streets and unecessary store lighting, has been made till more drastic by a new ruling that ecomes effective on February 5 that n and after that date all window illuination throughout the Province of ntario must cease, and that all exerior and entrance lights that do not rovide for the public safety must also e eliminated.

These instructions are binding on all ommunities being served with light from power generated at the Niagara River. In other words on the bulk of the communities in the province.

Instructions have been sent out that this order is to be rigorously enforced. This order does away with one of the retailer's best advertising features, his windows. This is going to work some hardship to the merchants as a whole, but in times such as these the merchant has been and still is ready to make such sacrifices as may be needed, and this would seem to be one of the necessary changes.

Unquestionably this will give an impetus to the early closing propaganda that has been growing in favor in every part of the province.

SWIFT AND COMPANY HAVE RECORD YEAR

A recent report of Swift and Company, who have factories both in the United States and Canada, dealing with the operations of the company for the year ending December 30, shows that their gross sales reached the surprising total of $875,000,000. This is an enormous increase over the business of former years. 1916 showing a gross of $575,000,000 and in 1914 $425,000,000. The net profits of the company for 1917 were $42,318,381, or 42.3 per cent on the invested capital. In former years the actual profit on every dollar used in the business was 3 cents, but the increased war demands along with rapidly mounting prices showed a net profit of 4.83% on the actual business done.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

Keith & Company, retail grocers, Main Street, St. John, are selling off their stock preparatory to going out of business.

J. B. Toombs, who has been elected mayor of Moncton, N.B., is one of the city's leading commission and grain merchants.

Frank Ross, employed in the retail grocery store of C. F. Bean, St. Stephen, N.B., died suddenly of heart trouble this week.

H. W. Cole, of H. W. Cole, Ltd., wholesale grocers, St. John, has been bereaved by the loss of his wife, whose death occurred this week.

Beverage bottlers in St. John have advanced the price of their soft drinks twenty cents a case, necessitating an increase in the retail price from five to six cents per bottle.

William McLaughlin, one of the leading bakers of St. John, died this week after a short illness. He was born in Ireland sixty-four years ago, but had made his home in St. John for forty-five years.

Quebec

R. Jack, of Chateauguay Basin, Que., representing the firm of R. Jack & Son, fruit growers, was a visitor to Montreal this week.

Geo. J. Wood, who was recently appointed as manager of the Montreal office of H. D. Marshall, assumed his new duties this week.

Emile and Armand Chaput, of the firm of Chaput, Fils et Cie, Montreal, are now in Los Angeles, and have been visiting the dried fruit points at various centres.

C. G. Walker, representing C. G. Walker & Co., brokers, Hamilton, Ont., was in Montreal last week.

Thos. Ward, of Jos. Ward & Co., Montreal, is a visitor to Toronto this week, where he has been called to attend a meeting of the seed importers regarding the situation that is developing regarding the import from the United States of seed corn for the coming season.

W. H. Wilson, traveller for S. H. Ewing & Sons, who has been confined to the house since November, is gradually improving. His many friends will be glad to welcome him again when he is able to resume his territory.

Major Harold Lumb, formerly a traveller with S. H. Ewing and Sons, spice importers of Montreal, has been filling the duties of Conducting Officer for the troops across the Channel. Major Lumb has been in the war for the past three years, and his many friends will be interested to know that he is still well.

ROBERT HENRY PASSES AWAY

Robert Henry, who for many years past has represented the British Columbia Packers Association in the East, died recently in Brantford, after a brief illness. For some years past Mr. Henry

ROBT. HENRY, Brantford, Ont.
Who has been sales manager of British Columbia Packers' Association for a number of years, and whose death recently occurred.

has resided in Windsor, Ont., but only a few weeks ago in company with his son, Stewart, who is associated with him in business, he returned to Brantford, in which city he had spent the best part of his life.

Mr. Henry was keenly interested in politics, and he had represented Brant County in the Legislature, and had been the central figure of many hotly contested elections. He was also twice mayor of the city of Brantford. Mr. Henry was in his 73rd year at the time of his death.

Officials of the Montreal Board of Trade for 1918 are as follows:—W. A. Black, president (by acclamation); J. Baillie, first vice-president (by acclamation); Geo. Sumner, second vice-president; W. A. Coates, treasurer.

Zephirin Hebert, late president of the Montreal Board of Trade, gave a very interesting informal address before the Wholesale Plumbers' Supply Association at the St. Denis Club on Monday evening. The subject chosen was that of "Credit." A wide and comprehensive view of the matter was taken and the many members from Ontario points enjoyed the evening. The dinner was purely French-Canadian, and from pea-soup as the first item to pigs' feet, beans, blood-pudding sausages, and sucking-pig were served, the out-of-town visitors being particularly attracted by this rather novel bill of fare.

Ontario

Gordon B. Drake, London, Ont., who operates two stores in the south-east section of the city, has established a branch store on a strictly cash basis, starting February 1st. The new store will be located at the corner of Adelaide and Simcoe streets. If the venture proves successful the main store will adopt this rule.

S. Pierce, manager of Canadian Canners, Limited, at Wellington, Ont., died recently at Picton, Ont., following an operation for appendicitis.

An effort to compel merchants of Earlscourt, Toronto, to cease business at 7 p.m. was defeated at a recent meeting under the auspices of the Earlscourt Business Men's Association.

Retail merchants of Niagara Falls will request the City Council to pass a by-law making it compulsory for all stores but newsstands and tobacconists to close every night, but Saturday, at 6 o'clock and Saturday at 10 p.m.

C. A. Hagerman, one of the pioneer residents of Port Hope, passed away in the hospital here to-day, after several weeks' illness. He was born in Port Hope in 1842, and had been a resident here all his life. When quite young he started a grocery store. Later he entered the Customs House, and, upon his retirement from this office, conducted a livery business. His passing removes a familiar figure from the life of Port Hope.

Geo. Gibbon, of Campbell & Gibbon, retail grocers, Port Arthur, Ont., was in Toronto last week on a business trip. Mr. Gibbon is an alderman in Port Arthur and is also President of the Children's Aid Society. It was chiefly in this latter connection that brought him to Toronto last week. While there he was a visitor at the office of CANADIAN GROCER. Mr. Gibbon has been in the grocery business for some twelve years, and has been a subscriber to CANADIAN GROCER for more than ten.

Western Canada

The building occupied by the Alexander Grocery Company, Camrose, Alta., was entirely destroyed in a recent fire. The cause is believed to have been defective wiring. The damage was estimated at $35,000. The store will be rebuilt, and in the meantime the business is being conducted from the offices of the Camrose Grocery Co., Ltd.

C. H. Scheve, grocer, Cudworth, Sask., has been succeeded by Wasylyk & Derdouka.

J. W. Haas, general store, Kenaston, Sask., has been succeeded by Haas & Manning.

Jordan & O'Neil, general store, Viceroy, Sask., have dissolved partnership, T. J. O'Neil continuing.

J. D. Brack, manufacturers' agent, Winnipeg, returned this week from a business trip to Toronto.

H. W. Wood, president of the Canadian Council of Agriculture, Calgary, is in Ottawa, in conference with the Food Department.

G. W. Griffiths, of G. W. Griffiths & Co., manufacturers' agent, Winnipeg, is a visitor in Eastern Canada for two or three weeks.

The store of E. and M. Hogan, general merchants, Meacham, Sask., was completely burned recently. The fire occured about 7.30 a.m., and within an hour's time the building was down. The rest of the village was threatened for some time, but through the work of the firemen this was averted.

James Heming died at Winnipeg on Sunday, Jan. 27. Mr. Heming came to Canada six years ago from Newark, England, where he was a prominent business man, and had been mayor of that town for some years. On settling at North Battleford, Sask., Mr. Heming started a grocery business, but two years ago he came to Winnipeg, where he was employed by the A. Macdonald Co., wholesale grocers.

GIVE FOOD CONTROLLER FREE HAND

T. B. MacAulay, who for three months has served as Dominion chairman of the National Committee on Food Resources. has tendered his resignation to the Food Controller and it has been accepted. In resigning, Mr. MacAulay stated that he felt the Food Controller should be free to reorganize the department in any way he desired.

J. L. FREEMAN
of Freeman & Sheely, Montreal.

T. EATON CO. BUY WINNIPEG BISCUIT FACTORY

The T. Eaton Company have recently purchased the old Mooney Biscuit Factory in Market Street. The price is said to have been $200,000.

TORONTO MANAGER OF F. W. FEARMAN CO. PASSES AWAY

J. P. Thompson for Thirty Years Represented Hamilton Firm

Joseph Parkins Thompson, who, for the past thirty years has been the Toronto agent of the F. W. Fearman Company, Hamilton, died recently at his home, 96 Walker Avenue, Toronto. Mr. Thompson had been ill only about two weeks, and the news of his death will come as a great surprise and sorrow to his many friends in the trade.

SASKATCHEWAN PEDDLERS' ACT AMENDED

License Fee Largely Increased. R.M.A. Instrumental in Achieving This Result

An amendment to the Hawkers' and Peddlers' Act of Saskatchewan has recently been passed imposing a license fee of $100 in place of the former fee of $25. This puts the peddler somewhat more on the level of the merchant, who has to spend considerable money in maintaining a store, etc.

The amendment becomes effective Jan. 1, and imposes a fine of $100 for any infringement of the regulations.

This Act includes all persons, whether selling goods direct or by a sample, and whether selling or taking orders for future delivery as long as they are selling to the public, but it shall NOT include persons selling fish, fruits, meats, vegetables and farm produce generally. of their own raising, or in the case of meats, etc., of their own raising and killing.

DODSLAND, SASK., MERCHANTS ADOPT CASH BUSINESS

The merchants of Dodsland, Sask., have decided to operate on a cash basis only—no credit will be granted on any consideration.

At the present time they are carrying on a campaign of education with their respective customers both through the local papers and by means of circular letters and personal conversations.

NEW FIRM OF GROCERY BROKERS

Freeman & Sheely is the name of a new manufacturers' agent's firm established in Montreal recently. The members are J. L. Freeman, formerly with H. D. Marshall, and W. J. Sheely. Both are young men who are well acquainted with the grocery trade.

BEVERAGE COMPANIES CONSOLIDATE

News has been received of the consolidation of the Northwest Fruit Products Co., of Olympia, Washington, and the Pheasant Fruit Juice Company of Salem, Oregon. The company will now be known as "The Pheasant Northwest Products Company." The main office of Pheasant Northwest Products Company will be at Salem, Oregon. Branch offices are to be located at New York City, Chicago, Atlanta, Kansas City, Denver, Dallas, and San Francisco. It will be a fixed policy of the company to keep a personal representative in all the markets of the country.

FLOUR HOARDING MAY BRING PENALTY

Drastic measures against persons hoarding food are being considered by the Food Controller at Ottawa. Householders may take warning that they may be apprehended if spoiled flour is found on their premises. Bakers in conference with the Food Controller have recommended that every grocer be communicated with and the names and addresses of all persons who have purchased more than a 98-pound bag of flour during the past month be secured.

SASKATCHEWAN TOWN STARTS CO-OPERATIVE DELIVERY

Kerrobert, Sask., is one of the latest converts to the co-operative delivery plan. They have inaugurated a system that gives two daily and three Saturday deliveries. They are at the following hours:

Morning delivery—All goods ordered not later than 10 a.m.

Afternoon delivery—All goods ordered not later than 4.30 p.m.

Saturday evening delivery—Of all goods ordered not later than 9 p.m.

W. J. SHEELY
a partner of the grocery brokerage firm of Freeman and Sheely

RETAILERS FAVOR EARLY CLOSING

By a unanimous vote the grocers, butchers and fruiterers of the Toronto Retail Merchants' Association accepted a motion expressing the desirability of closing their stores at 7 o'clock each evening all the year round except Saturdays and on the evenings before statutory holidays. Officers of the association urged the necessity of securing the signatures of 75 per cent. of the city storekeepers to a petition. Without such a petition the city could not proceed with the necessary by-law covering the point.

ALBERTA AND SASKATCHEWAN APPOINT COMMITTEES TO WORK WITH CENTRAL FOOD COMMITTEE, OTTAWA

These committees are appointed by each province, and consist of three members whose duty it is to see that the recommendations and regulations of the Food Controller are carried into effect.

As a committee, wide powers are conferred upon them. They will have the legal right to call up any merchant for examination that they have reason to believe is not living up to the regulations set for his guidance. A full report of their findings in respect to any complaint made must be forwarded to Ottawa, and Mr. Thomson decides from the evidence submitted by this committee whether a breach of the food control regulations has been committeed.

The committee for Alberta is composed of T. A. Gaetz of Red Deer, president of the Alberta Association; S. G. Freeze, grocer of Calgary, and N. B. Good, grocer of Lethbridge.

The Saskatchewan committee will be: A. E. Neil, of Saskatoon, J. C. Nicol of Radisson, and Chas. Biggs, of Regina.

BRANTFORD, ONT., GROCERS GET EARLY CLOSING

At the City Council meeting in Brantford, Ont., recently, the council was requested to pass a by-law restricting the hours in which grocers and butchers may keep open. The by-law was moved by Ald. Mellen, seconded by Ald. Harp, the first-named being a grocer in one of the residential sections, and the latter representative grocer of the business district. Because of this, the council agreed to pass the by-law without petition. The hour for closing was set at 7 o'clock for weekdays, and at ten o'clock for Saturdays, days before a holiday, and ten days before Christmas Day. It might be remarked that the Grocers' and Butchers' Association, at a meeting previous to that of the City Council, had unanimously agreed upon these hours, hence the ease with which the by-law went through.

Lieut. N. V. Cliff, son of Geo. J. Cliff, of the Toronto Salt Works, has been given his captaincy. Lieut. Cliff went over with the First Contingent 3rd Battalion, and was in all the early battles. He was wounded and gassed, returned on leave, and, taking his commission, returned. The report of his advancement has just been received.

Sergeant I. Olive Mundee, of the staff of the G. E. Barbour Co., Ltd., St. John, who went overseas with an ammunition column, has been awarded the Military Cross for gallant conduct while in charge of a detachment which took up a much-needed supply of ammunition under heavy shell fire.

TO CURTAIL DELIVERIES

H. B. Thomson the newly appointed Food Controller, in speaking in Ottawa recently announced the early passage of an order to regulate the matter of overlapping deliveries.

Grocers will doubtless recognize many old friends in this picture, amongst others being Leslie A. Davidson, C. H. Good, H. S. Palmer, Geo. Bonnycastle, Geo. Lane, W. M. Friend O. G. Ayres, O. Pelletier W. C. Annand, J. M. McMillan, H. S. Kearns, W. E. Walter, F. J. Bennett, J. W. Davidson, W. T. Dean, R. B. Webster, R. N. Warner, A. R. De Long, G. L. Munce, Geo. A. Reavely, J. P. Caroll, E. B. Bournot, Geo. Harmeyer, R. Starck, L. W. Sheppard, F. W. Harris, A. G. Lowman, J. N. Begin, D. Chevalier, C. H. Gibbs, E. A. Andre, J. B. Peltier, G. F. Wright.
This is the first convention of the Dayton Scale Company's Canadian salesmen and brought representatives together from the Yukon to Newfoundland.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

A FACTOR of more than usual interest during the week was the near-exhaustion of the storage egg supply in Eastern Canada and the drawing on Western Canada for supplies. Extremely severe weather in the West has made shipment a difficult matter. Considerable supplies of Western storage eggs have moved southward into the United States and this has reduced available supplies for Canadian market still further. Butter is also in firm position due to the embargo on margarine.

The Department of Food Control as yet has not made a definite ruling with respect to price of war grade flour. Mills have taken the initiative in the matter and have agreed to sell on the basis of $11.10 carload lots 30 days or $11 spot cash for Manitoba flour Ontario points. Millfeeds are in very active demand owing to practical shutting off of supplies from Western sources. Prices on new crop corn permit of lower prices in corn flour, hominy grits and pearl hominy. Rolled oats continue in strong market, due largely to difficulty in getting supplies of grain from the West.

An embargo has been placed on the shipment of rice from southern United States districts into Canadian market. The railroad embargo on shipment of sugar from United States into Canada is still in effect, which is affecting the available supply of refined at the present time. It is anticipated this embargo will soon be raised. An important advance has been that on laundry soaps with the indication that a very firm market is likely to continue. Advances have also been recorded in molasses, bulk pickles, popcorn, macaroni, gum, blueing, salad dressing, washing powder, marmalade. Lima beans are also higher in price following the embargo on shipments from United States.

An important regulation has been made effective in that designations of measures such as pints, quarts, gallons must be used only when applied to Imperial measure. Many containers being only wine measures have in the past been referred to as pints, quarts, gallons. Business in grocery lines has been somewhat light during the week.

MONTREAL, Feb. 5.—In spite of the bad weather, there has been a fair volume of business the past week. Some changes are recorded —mostly of a firming tendency among which are laundry soaps, which are quoted at $7.25 per box. Rolled oats and other cereals are firm, and some lines of biscuits. No Windsor salt states one jobber will be available for 5 or 6 weeks. Lamp chimneys also are very scarce. Roquefort cheese is up to 80c. Peanut butter is up 2c per lb. to 20c. Menier chocolate has recorded an advance of about 6c per lb. Soap powder and lye are both higher, and baked beans are firm. Bird seed is up 1c per package. The prices on new standard flour are announced as elsewhere quoted.

Boxed Soaps, Powders And Lye Show Advances

Montreal.

SOAPS, LYE, SOAP POWDERS.—Advances have been recorded in the price of standard soaps the new price of $7.25 being quoted on these for the 100 bar cases. Soap powder is up to $4 per case and Babbitt's pure lye is $4.50 per case, an advance of 55c per case.

Chocolate, Peanut Butter, Roquefort Cheese Are Up

Montreal.

PEANUT BUTTER, CHOCOLATE, CHEESE.—Advances have been made in Menier chocolate this week. Quarter pounds are now selling at 54c per lb., an advance of 6c and half pounds 52c per lb., the former price being 46½c. Roquefort cheese which formerly sold at 65c per lb. is now selling at 80c and peanut butter is quoted at 20c per lb., an advance of 2c over the previous price.

Advances On Baked Beans And Bird Seed

Montreal.

BAKED BEANS, BIRD SEED. — A stronger market is noted for baked beans. The 3 lb. tins are selling now at $2.95 per doz. for the plain—delivered to country points. In tomato sauce the country price is $3.35 per doz. Package bird seed is selling at one cent per package higher and is now 13c and 14c per carton.

Prices Announced On Paris Green; Lead Arsenate

Montreal.

PARIS GREEN, ARSENATE OF LEAD.—Many of the larger stores through the country handle Paris green. The prices just announced are as follows: Barrels, per lb., 61c; kegs, 61½c; 50 and 100 lb. drums, 62c; 25 lb. drums, 63c; 1 lb. packages, 65c; 1 lb. tins, 67c; ½ lb. package 67c (paper) and ½ lb. tins, 69c. These prices apply to Quebec and Maritime points excepting P.E.I. where 40c per cwt. must be added for delivery. The supply is said to be short. Arsenate of lead as a substitute is selling at 45c for the 100 lb. drums; 45½c for the 50 lb.; 46c for the 25 lb.; 47½c for the 10 lb. tins; 49½c for the 5 lb. and 52½c for the 1 lb. tins.

Paper Bags Cheaper; Several New Lines In

Montreal

PAPER BAGS, ETC.—A reduction in the price of grocers' paper bags has been effected the discount being increased from 5 per cent. to 15 per cent. A large shipment of new French olive oil has been received and is selling in gallons for $5.10 per gallon. Some new Brazil nuts are also to hand and are selling for 16c to 17c per lb.

Refiners Endeavoring To Fill All Sugar Orders

Montreal.

SUGAR.—Confronted with many difficulties due to the scarcity of raws, through transportation, refiners are making every effort to supply dealers with their wants and little complaint is expressed by the jobbers. Prices are maintained for the week and a general satisfactory volume of business is reported.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 40
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 55
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Government Buying Rice Makes Price Firmer

Montreal.

RICE, TAPIOCA.—While prices are unchanged there is a particularly firm tone to the rice and tapioca market. Of the former the U.S. Government was reported as a probable buyer of large lots and this has served to cause a firming of prices. In the far south also the tone is strong. Tapioca rules with a strong undertone as well.

Carolina	10 00	11 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	....	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 80
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Little Supply Of Honey; Demand Remains Fair

Montreal.

MAPLE PRODUCTS AND HONEY.—Supplies of honey are reported to be very light. There is a fair demand and dealers are able to keep this supplied but small lots only are to be had from outside points. In consequence prices are ruling very firmly. Maple syrup is in fair demand and there is a limited sale for sugar.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½
Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Strong And Firm Tone In Canned Goods

Montreal.

CANNED GOODS.—The only interest of the week in canned goods is that of the firm tendency. All prices are holding without change. Dealers are able to fill orders that come to hand reasonably well. In New York markets canned salmon is ruling very strong and Alaska salmon seems to be almost off the market. Tomatoes too are in a strong position on this market. The firm tendencies are partly due to brisk buying by the U.S. Government.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Corn Syrup Is Lower; Molasses Still Firmer

Montreal.

MOLASSES AND SYRUPS.—Interest is directed to the reduced price applying this week on Crystal Diamond corn syrup. The reductions go into effect immediately and the prices will be found under the proprietory lists. Sales of syrup are fairly good. The molasses situation is unchanged, prices ruling with a firm undertone. In the primary centres prices are also well held owing to short spot stocks.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

Barbadoes Molasses—	Prices for Fancy. Island	Choice. of Montreal
Puncheons	0 91	....
Barrels	0 94	....
Half barrels	0 96	....

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	5 05
Barrels, per 100 lbs.	7 50
Half barrels, per 100 lbs.	7 75

Beans High And Scarce; Some Japanese Up 2c Lb.

Montreal.

BEANS.—The market is still very strong and while there have been no advances for the week locally, one of the importers at the coast is asking an advance of two cents per pound for Japanese Kotnashei beans. Lima beans also are very scarce, and with the embargo placed against these it is likely to have a firming effect upon other grades.

Beans—		
Canadian, hand-picked, bush.	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Spice Prices Hold In Local And Primary Market

Montreal.

SPICES.—"Prices should be much higher locally than they are," said a large importer to CANADIAN GROCER. The import situation and the firmness there warranted some price revisions, but none have been made, and a fair amount of business continues at maintained prices. There is a particularly strong undertone to the market for China cassias in selected, broken and in rolls.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Coffee Fluctuates Some But Prices Maintained

Montreal.

COFFEE.—Locally there is little change in the situation. Prices are maintained firmly, after a somewhat fluctuating market for a few days during the last week. In the New York market there has been a considerable weakness in futures, where there was a decline of nearly 70 points at one time, the situation recovering itself somewhat later. This was attributed to the possibility of the U. S. Government requiring a license for dealers in futures after the first of March. And it was further suggested that trading might be entirely curtailed, but this news is discounted. It is further pointed out by a prominent authority on the coffee situation that should peace come, coffee would be much dearer, the Central Powers having little, if any supplies.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25

Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Tea Prices Are Held But Market Unsettled

Montreal.

TEA.—There has been a fair amount of trade in tea during the past week, and dealers are sending forward supplies to country points in mixed lots. There is a tendency in certain quarters to want to unload stocks that are held, and these, one large importer told CANADIAN GROCER, might be disposed of to a buyer at an open price. This is a local condition, however, and with the primary situation firm there is every indication of maintained prices and even of an advance on best grades in the near future. Prices for the week are held as follows:—

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

New Shelled Walnuts In; Trade Is Reported Good

Montreal.

NUTS.—One of the big importers reports the arrival of a large supply of shelled walnuts. These are of good quality and will be worth around 65c per lb. The volume of trade for the week is reported as good, and, aside from the shortage of peanuts, the demand seems to be well taken care of at prices quoted herewith.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 59	0 61
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Dried Apples Scarce; All Prices Held Firmly

Montreal.

DRIED FRUITS.—Business is reported as fair in dried fruits and, with the exception of dried prunes in some sizes and of evaporated apples, the supply is ample for present needs. While there are no price revisions, a rather firm tone obtains to all commodities. Both in New York and Pacific points a fairly bare market is reported.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	0 22	0 23
Peaches (fancy)	....	0 21
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown, cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12

Montreal.

Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	....	2 25
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Prunes—		
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	....	0 12½
70-80s	....	0 12
80-90s	....	0 11
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

With Prices $11.10-$11.30 Flour Demand Is Good

Montreal.

FLOUR AND FEED.—Sales of the new standard flour are being made in good volume. There is said to be but a limited quantity of the former grades on hand for distribution, and many are now selling the new standard flour quite freely. The new prices for carload lots are $11.10 per barrel in bags on the track and delivered the price is $11.20. For broken lots $11.30 per barrel is asked. Feeds are in active demand, and feed oats are much firmer, the prices being from $1.06 to $1.08 per bushel.

War Standard Flour—		
Car lots (on track)	....	11 10
Car lots (delivered)	....	11 20
From Winter wheat	....	....
Bran, per ton	35 00	....
Shorts	40 00	....
Small lots (delivered)	.....	11 30
Feed oats, per bushel	1 06	1 08

Cereal Lines Are All Holding Firm

Montreal.

CEREALS.—In view of the strong position on oats, it is only to be expected that a strong position should characterize rolled oats. Some have marked their prices higher, and the range quoted hereunder covers the market. Oatmeal and rye flour, too, are in a strong position. Altogether the volume of business is very satisfactory.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 85	6 25
Oatmeal, granulated, 98 lbs.	5 85	6 25
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 30	5 65
Rolled oats (family pack.), case	5 65	5 75
Rolled oats (small size), case	2 00	2 05
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

Vegetable Trade Better; Potatoes Are Lower

Montreal.

FRUITS AND VEGETABLES.—Business for the week was reported as fairly good. Potato deliveries have been some better, although the very cold weather prevents their being marketed to a great extent. Cabbage is a little firmer, and also celery, due to the frosting of several cars that came to hand last week. Potatoes are as low as $2 per bag. Tomatoes are high, as are also Brussels sprouts. The fruit trade is somewhat confined, and prices are maintained.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, Cal., according to size.	4 50	7 50
Oranges (bitter)	....	4 00
Grape fruit	3 50	5 00
Lemons (fancy new Messina), as to size	4 50	7 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
McIntosh Red	....	8 00
Ben Davis	5 00	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Russets	4 50	7 50
Apples, boxed	....	2 75
Pears (eating)	2 50	4 00
Cauliflower (California), crate, according to size	2 25	4 50
Cabbage, Montreal, per bbl.	2 50	2 75
Cabbage, Montreal, doz.	0 75	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	6 50	8 50
Celery, Cal., 2 doz. crate	....	4 50
Celery (Wash.), doz.	....	1 50
Celery (Boston), doz.	1 75	2 00
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 00
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 50
Potatoes (sweet), per hamper, as to size	2 50	4 50
Potatoes, bag	2 00	2 25
Carrots, bag	0 75	1 00
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	1 50	1 75
Lettuce, curly (4 doz.), box	2 25	2 50
Tomatoes, pound	....	0 35
Horse radish, per lb.	....	0 25
Beans, wax, bag, U.S., 20 lbs. to basket	....	8 00
Beans, green, bag, U.S., 20 lbs. to basket	....	8 00
Leeks, per doz.	3 50	4 00
Parsley, doz.	....	0 60
Parsley, Bermuda, doz.	....	1 00
Mint, doz. (American)	....	0 40
Watercress, American, doz.	....	1 25
Watercress (Canadian)	....	0 70
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 20
Sprouts, Brussels, American, qt.	0 25	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb.	....	0 25
Dried thyme, dried savory, dried marjoram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 50	2 75
Peppers, per bkt.	....	1 25
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	20 00	21 00
Cranberries (new), small size, bbl.	....	15 00

ONTARIO MARKETS

TORONTO, Feb. 6.—Interest was keenly manifested in a number of grocery commodities during the week. Storage eggs are getting in very narrow compass, and butter shows a firm trend in view of the embargo on margarine. A further advance in soaps has been recorded. Lima beans showed an upward tendency during the week following the embargo placed on shipment by United States Government. Sweet and sour pickles have been moved higher. One of the important regulations that has been made effective by the Dominion Government is with respect to selling commodities under any measure other than the Imperial measure. They cannot be referred to as containing so much by measure unless they actually contain Imperial measure. All other packages must be designated by some other name other than a measure. Business has been somewhat quiet during the week, which condition is looked upon as usual for this season of the year.

Consumption Of Sugar In Canada 10.47% Greater

Toronto.

SUGAR.—Final figures for consumption of sugar in Canada for fiscal year ending March 31, 1917, show that the amount used by the people amounted to 731,544,247 pounds of raw sugar and 2,721,957 pounds of refined sugar. The total amount of sugar brought in was 327,797 tons, as compared with 267,389 tons for fiscal year ending March 31, 1916, and 302,450 tons in the fiscal year ending March 31, 1915. Of this amount there were re-exported some 25,833 tons in the year ending March 31, 1917. The consumption of sugar in Canada during the fiscal year in question when the exports are subtracted and the beet sugar production added amounted to 314,464 tons, or an increase of 10.47 per cent. over the previous year. Supplies of raw sugar from Cuba have been moving into the United States and Canadian markets about on schedule, according to the agreement reached by the International Sugar Committee and the representative of the Cuban planters. According to the agreement the United States and Canada were to receive 1,650,000 tons from January to November of this year, or an average of 150,000 tons per month. Up to January 29 there had been received at Atlantic and Southern ports 120,000 tons of sugar. At the present time allotment of tonnage for the February shipment of sugars is being worked out, and there is every prospect that sugars will come forward regularly. There are now 186 centrals grinding on the island, as compared with 167 at same time in 1917. Since the beginning of the crop there has been produced on the island 379,429 tons of sugar. Deliveries of sugar by refiners were light during the week. One refiner has advised they will be unable to sell sugar for delivery until after the middle of the month. Embargo on rail shipment of raw sugars from United States into Canada was still in effect at time of writing.

Atlantic, extra granulated	8 54
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated.	9 04
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

New Regulation Respecting Measures

Toronto.

MEASURES.—A new regulation has been made effective by the Dominion Government respecting the designation of measure. In the past it has been customary to refer to wine measure as pints, quarts, gallons, whichever the case may be. Under the new regulation it is not permissible to designate them as containing any amount unless the containers actually hold the full Imperial measure In the cases of tins or bottles it is not permissible to refer to them as pints, quarts, etc., unless there is the full amount according to the Imperial standard of measurement. They must be referred to as small size, medium size, large size, 15-cent, 25-cent size, etc., or some other method, as a means of designation where they contain quantities other than the accepted standard. This means an important change and necessitates revision of many price lists and application of new terms to fit commodities affected.

Pickles, Popcorn, Soap, Macaroni Go Up

Toronto.

PICKLES, POPCORN, GUM, MACARONI, SOAP.—An advance has been recorded in Lytle's bulk pickles during the week, and the following prices now prevail:—Sweet mixed—1 gallon, $1.75; 2 gallons, $2.75; 3 gallons, $4; 5 gallons, $7.50. Chow—1 gallon, $1.50; 5 gallons, $7. Sour mixed—1 gallon, $1.25; 3 gallons, $3.25; 5 gallons, $6. Sweet mixed—1 gallon, $1.75; 5 gallons, $7.50. There has been an advance in L'Etoile macaroni, as manufacturers advise both packages and bulk will now be made in same quality at following prices:—5-lb., 55c; 10-lb., $1.05; 20-lb., $2.05. Long Tom popcorn has been advanced to $2 per box. Krackley nut has been advanced to $1.35. Red Fellow gum and Papoose gum have been advanced to 72c per box. Comfort blue has been advanced, and is now quoted at $2.20 per box. Durkee's salad dressing has been moved to higher levels, picnic size now being quoted at $2.35 dozen, medium size at $5, and large size at $9. Judd's naphtha washing powder has been advanced to $4.75 in case lots of 100 and in broken lots at 60c per dozen. All lines of laundry soaps have again advanced 50c per case, which makes price of Sunlight, Surprise, Comfort and Gold $7.25 per case. There is a very firm situation in soaps of all kinds owing to the shortage of fats and oils of all kinds.

Bulk Molasses Makes Big Advance In Week

Toronto.

MOLASSES, SYRUPS.—There was a very strong market for molasses during the week following the advance recorded by one importing house to the extent of 7c to 8c per gallon on West India molasses. Fancy Barbadoes molasses in barrels was quoted from 92c to 95c per gallon, with supplies exhausted in one quarter until arrivals some time in March. Choice Barbadoes in barrels was quoted higher at 88c to 90c per gallon. West India molasses in half-barrels was quoted 3c to 7c per gallon higher at 58c to 65c. Tin molasses held unchanged at the advances recorded last week. Advances have been caused through higher prices in primary markets.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	....	5 30
Molasses—		
Fancy Barbadoes, barrels	0 92	0 95
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 58	0 65
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Tomatoes Higher; Peas And Corn Firm

Toronto.

CANNED GOODS.—The firm situation in canned tomatoes noted last week has worked out toward higher prices in some quarters, range of quotations being reduced to $2.60 and $2.75 per dozen. Corn was also in firm market, although no advances were recorded. L. & B. marmalade has been advanced in price. 4's now being quoted at 78c per tin, 2's at $4.65 dozen, 16-oz. glass jars at $2.85 dozen, 12-oz. jars at $2.25 dozen, 30-lb. pails at 17c per pound. Demand for

canned goods is somewhat light owing to presence of fresh vegetables.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 25
Sockeye, ½s, doz.	2 35	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 85	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 60	2 75
Peas, standard	1 90	2 25
Peas, early June	1 90	2 32½
Beans, golden wax, doz.	....	2 10
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 80	0 85
Do., black currant, 4-lb. tin	0 77	0 83
Do., strawberry, 4-lb. tins	0 80	0 85
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

California Figs Have Reached Market

Toronto.

DRIED FRUITS.—In some instances representatives of coast dried fruit interests report that shipments have been completed so far as the shippers are concerned. Remaining supplies are now rolling, but when they will reach this market there is no telling. Cases have been reported where shipments have left coast points in November and have not yet arrived. Presumably the cars have been lost. Stocks of prunes in wholesalers' hands are light and prices prevail firm. Prices on all other lines of dried fruits were maintained. Some California figs in 10-oz. packages have reached the market, and are quoted at $1.45 in boxes of one dozen packages.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 27	0 28
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 32
Citron	....	0 35
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 29	0 30
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	5 00
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Capa, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 14	0 16
60-70s, per lb., 25's, faced	....	0 13
70-80s, per lb., 25's, faced	0 12	0 13½
80-90s, per lb., 25's, unfaced	....	0 12½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 16½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 14	0 15½

Teas May Come By Way Of Cape

Toronto.

TEAS.—Intimations have been made that shipments of Indias and Ceylons may be brought to Canada by way of the Cape, in which event the freight rates are expected to rule somewhat lower than those now prevailing on the Pacific. This route is a long one and may take a considerable time before stocks reach this market. Some of the large importers assert that Indias and Ceylons in this market are not in heavy supply at the present time. Stocks of Javas, however, continue to be fairly heavy. Demand has been fair during the week.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Jamaica Coffee In Higher Market

Toronto.

COFFEE, CHICORY.—The proclamation of President Wilson last week to the effect that the licensing system was to be extended to importers and distributors of green coffee for a time threw consternation into the camp of the traders in coffee futures. The result was that considerable liquidating took place and coffee values were driven down in consequence. There is a feeling extant, however, that the licensing system is not meant to apply to dealings in futures, especially where they were legitimate transactions to facilitate the handling of coffee. Quotations held unchanged in the local market. In one quarter Jamaica coffee was quoted from 1c to 3c per pound higher, the range in the instance noted being from 27c to 30c per pound. Blue Mountain Jamaica also showed a higher tendency and was advanced 2c per pound.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 18	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

White Pepper Again Goes Slightly Higher

Toronto.

SPICES.—The firmness in the pepper market has again worked out toward higher prices during the week, white pepper having been advanced 1c per pound from the lower quotations, making the range 40c to 45c per pound. Cassia and ginger are in firm market, although no changes in price have been recorded during the week. Cream of tartar in packages has been advanced from 5c to 10c per dozen from the lower range of quotations given last week. There is a firm tone throughout the spice market owing to the uncertainty of getting supplies.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 20	0 25
Peppers, black	0 36	0 40
Peppers, white	0 40	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	....
2-oz. packages, doz.	1 40	1 45
4-oz. packages, doz.	2 50	2 60
8-oz. tins, doz.	4 85	5 05
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Peanuts Continue In Strong Market

Toronto.

NUTS.—Strength characterized the market for peanuts during the week, a further advance of 1c per pound having been recorded in the primary market. A shipment of Chinese shelled peanuts is due to arrive in the near future. Stocks of Spanish shelled peanuts are getting low. Other varieties of nuts held in steady position during the week.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 25	0 27
Peanuts, roasted, lb.	0 17	0 19
Peanuts, Jumbo, roasted	0 21	0 22
Do., No. 1 Virginia	0 18	0 21
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 63	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Lima Beans Headed Toward Higher Levels

Toronto.

BEANS.—Following the firm situation in the bean market noted last week, as

a result of the embargo placed on shipment of lima beans out of the United States, a further advance of ½c per pound has been recorded in the local market. Quotations now range from 17½c to 18½c per pound. Stocks of Rangoon beans are getting within narrow compass owing to the Government demand and the difficulty experienced by importers in having them passed for import into this country.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	....
Can. white kidney beans, bush..	....	....
Indians, per bush.	6 00	7 00
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 17½	0 18½

Embargo On Rice; Chinese Advances ¼c

Toronto.

RICE, TAPIOCA.—There is a continued strong situation in the rice market, due to the heavy requirements of the United States Government, which amount to one million pockets. This keen demand on the part of the Government has brought out a more active inquiry on the part of the distributing trade. In the primary markets there is very little rice obtainable. Some advices from the South stated that the mills had withdrawn quotations in some instances, while others had advanced their prices. In the local market there has been a good demand in the face of the realization that rice stands every chance of maintaining a firm trend. The threatened embargo on the shipment of rice out of the United States has materialized during the week, with the result that no further supplies will be allowed to come forward from the Southern districts. An advance of ¼c per pound was recorded on the price of Chinese XX rice during the week. Other grades of rice are in firm market.

Texas, fancy, per 100 lbs	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs	....	0 12½
Siam, fancy, per 100 lbs	9 00	9 50
Siam, second, per 100 lbs	8 00	9 00
Japans, fancy, per 100 lbs	10 00	11 00
Japans, second, per 100 lbs	9 50	10 00
Chinese XX, per 100 lbs	8 25	9 00
Tapioca, per lb.	0 14½	0 15

Some Licenses For Package Cereals Issued

Toronto.

PACKAGE GOODS.—During the week licenses have been issued for the sale of Post Toasties and Grapefruits. At time of writing last week there was some doubt as to whether or not licenses would be secured for the manufacture of certain kinds of package cereals. Market for rolled oats continues one of firmness. Starches of various kinds held unchanged during the week.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	5 65	5 75
Rolled oats, round, regular 18s, case	2 00	2 05
Rolled oats, square, 20s	5 65	5 75
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Buckwheat Honey Now Cleaned Out

Toronto.

HONEY.—Light supplies of buckwheat honey reported available last week have been cleaned out and the market is now practically bare of stocks of honey of all kinds. Maple syrup held unchanged.

Honey—		
Clover, 5 and 10-lb. tins	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 00
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Ontario Barrel Apples Hold Steady

Toronto.

FRUIT.—Some of the lower-priced barrel apples were cleaned out of the market during the week and prices ruled steady at the higher range of quotations noted last week. No. 1 Baldwins are quoted at $7 per barrel, No. 1 Kings at $6.50, Pewakee No. 1 at $6, and No. 2 at $5. Messina lemons showed an upward tendency in that quotations on stock to arrive were made on the basis of $6.50 per case, representing an upward tendency by $1 per case. California pears in boxes were lower by 50c to 75c at $3.25. Box apples are moving fair. Barrel apples are somewhat slow. Movement of fruit generally is not active.

Apples—		
Boxes, Spitzenberg	2 65	3 00
McIntosh Red, box	....	2 50
Rome Beauty, box	2 50	2 75
Ontario—		
Baldwins, No. 1, bbl.	....	7 00
Greenings, No. 1, bbl.	....	7 00
Kings, No. 1, bbl.	....	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	....	5 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	4 50
Nova Scotia—		
Kings, No. 1	....	6 00
Do., No. 2	....	5 50
Ribston Pippin, No. 1	....	4 75
Do., No. 2	....	4 25
Wagner, No. 1	....	6 50
Do., No. 2	....	6 00
Bananas, yellow, bunch	2 50	2 75
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	4 50
Do., 54s, 64s, 80s, 96s	4 25	5 00
Oranges—		
California Navels—		
80s, 96s, 100s, case	4 25	4 75
126s, 150s, case	....	6 00
176s, 200s, 216s	....	6 50
Mexican oranges, 216s, 250s	....	3 50
Florida Oranges—		
96s, 126s, case	4 75	5 75
150s, 176s, 200s, 216s	6 00	6 25
Tangerines, half box	....	3 50
Lemons, Cal., case	....	7 00
Do., Messinas, box	5 50	6 50
Pears, Cal., box	3 25	....
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Do., Messinas, box	....	5 50
Pears, Cal., box	....	3 50
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Rhubarb, dozen	....	....
Malaga grapes, keg	....	10 00

Spanish Onions Sag Still Lower

Toronto.

VEGETABLES.—There was a sagging tendency in the market for Spanish onions during the week; prices for full crates have declined to $4.50 in certain quarters, with half-cases down to $2.40. Movement of potatoes has been light owing to the severe weather. Some that were moved suffered from the frost. There are fairly heavy stocks of onions at the present time, but trade is slow. Cabbages are in strong market owing to scarcity. Movement of vegetables has not been active during the week. Carrots are still a drug on the market.

Beets, bag	0 90	1 25
Brussel sprouts, quart	....	0 25
Cauliflower, Cal., standard crates	....	4 50
Cabbage, Canadian, barrel	....	4 00
Carrots, bag	0 65	0 75
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 25	6 50
Cucumbers, Boston, doz.	....	3 00
Lettuce, leaf, doz. bunches	0 30	0 35
Do., Boston, head, hampers	2 50	2 75
Mushrooms, 4-lb. basket	....	....
Onions—		
Spanish, crates	4 50	5 00
Spanish, half crates	2 40	2 50
Do., Canadian, 75-lb.	2 35	2 50
American, 100-lb. sacks	3 00	3 25
Potatoes—		
New Ontario, bag	2 25	2 35
N.B. Delawares	....	2 50
P.E.I., bag	....	2 10
Sweet, hamper	....	3 25
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, 4-basket crate	....	3 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 85
Peppers, green, dozen	....	0 75
Turnips, new, bag	0 50	0 65

Mills Establish Own Selling Basis

Toronto.

FLOUR.—Milling concerns have been given to understand that the Food Controller does not intend to establish a price at which the new grade of war flour shall sell. Failing this fixed price, the basis for selling has been agreed upon as $11.10 carload basis track Toronto, with cash in 30 days, or on the basis of $11 per barrel spot cash. Ontario winter wheat flour is being quoted on the basis of $10.60 carload basis track Toronto, and 20c per barrel higher in small lots. Blended flour of Manitoba and Ontario winter wheat is quoted at $10.85 carload basis track Toronto, and 20c per barrel higher in small lots. Demand for the flour has not been as heavy as it will be in the near future, as bakers and others are still running on stocks of the old grade flour. It is understood, however, that stocks of old flour must be worked up by March 1. Mills with headquarters in the West have as a general thing not made any deliveries of the new grade flour. Transportation is still a difficult problem to meet.

War grade, 74% extraction—	
Manitoba spring wheat	11.10
Ontario winter wheat	10.60
	11.30
	10.80

Blended, spring and winter	10.85	11.05

Millfeeds Are In Acute Position

Toronto.

MILL FEEDS.—Owing to the difficulty in getting shipments from the Canadian West there is an acute situation in mill feeds, as light supplies now reaching this market throw a heavier demand on Eastern mills. Mills are all sold ahead for the 30-day period. Prices hold unchanged at the established quotations. It is understood that Western mills are not to be allowed to make shipments of feeds to the East except in very limited quantities. With difficulty in getting supplies of wheat the Eastern mills find their supplies of mill feeds are wholly inadequate.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

New Crop Corn Flour Lower In Price

Toronto.

CEREALS.—With the arrival of new crop corn mills were in a position to reduce their quotations on corn flour, and are now quoting on the basis of $6.50 per bag on five-bag basis. Yellow cornmeal is firmer at $6.50 per 98-lb. bag. Hominy grits and pearl hominy were reduced in corresponding degree to corn flour and are now quoted at $6.50 per bag. Rolled oats continue in strong market, mills in some instances quoting as high as $5.65 on five-bag basis, with stipulation that delivery cannot be made for some two weeks in the future. Wholesale houses continued to quote as low as $5.25 per bag in some cases. There is an excellent demand for pot and pearl barley at present. Yellow split peas are firmer at $9.50 on five-bag basis. There is a good demand for cereals of all kinds, demand, in fact, being ahead of the supply. Pot barley showed an upward tendency during the week.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$7.35-	$ 7.45	$ 8.00-	$ 8.50
Barley, pot, 98s	5.60-	5.70	5.75-	6.25
Cornmeal, yellow, 98s.	6.50-	6.60	6.50-	6.75
Corn flour, 98s	6.50-	6.60	....-	....
Farina, 98s	5.90-	6.15	6.25-	6.50
Graham flour, 98s	5.40-	....	5.75-	6.00
Hominy grits, 98s	6.50-	6.60	....-	....
Hominy, pearl, 98s	6.50-	6.60	....-	....
Rolled oats, 90s	5.60-	5.75	5.25-	6.50
Oatmeal, 98s	6.15-	6.30	6.00-	7.00
Rolled wheat, 100-lb. bbl.	5.60-	6.00	6.00-	6.75
Wheatlets, 98s	5.90-	6.15	6.25-	6.50
Peas, yellow, split	9.50-	9.75	10.00-	10.50
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Feb. 6.—Business as a whole is reported good by the jobbers. They are also satisfied with collections. The prosperity of the country is reflected by the way people are meeting their payments. Evidently there is plenty of money. The fact that the farmer is prosperous is the salvation of the West, because if times were hard with such high prices ruling, conditions would be bad. Good times are offsetting the high prices, and the man with a pocketful of money is not shopping the same as he would if money was tight. During the past few weeks there has been a decided firmness to the egg market, and dealers are predicting shortage unless there is an early spring in the United States, in which case it would be possible for dealers to ship the new laids across the border. However, there is always the possibility of the United States Government prohibiting export, so that the outlook is very uncertain. The situation as regards margarine is serious, as the American Government has stopped all shipments, and stocks in Canada are very small. Some firms have suffered more than others. Quite a number of houses were fortunate enough to have large shipments on the way and will be able to keep their customers supplied for about three weeks. It is hoped this embargo will be lifted before very long, although there does not seem much prospect.

Sugar Plentiful But No Accumulation

Winnipeg.

SUGAR.—Supplies are more plentiful, and while stocks received by jobbers are immediately shipped out, generally speaking the retailer is fairly well supplied. There is no great scarcity, although there is no accumulation of stocks in jobbers' hands. The trade is still expecting a drop in price, but this is hardly having any effect on the demand, as the consumption seems to be normal for this time of the year.

Syrups And Molasses Are Moving Well

Winnipeg.

SYRUPS.—The demand continues very good for syrup. Molasses is also in big demand. Molasses imports are reported as not sufficient for immediate demands, and there is considerable booking for future. Word of an advance of 5c per gallon has been received, but is not confirmed.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 00
5-lb. tins, 1 doz. case, per case	5 40
10-lb. tins, ½ doz. case, per case	5 25
20-lb. tins, ¼ doz. case, per case	5 25
Barbadoes Molasses—	
In half barrels, per gal.	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Winnipeg Jobber On Outlook For Prunes

Winnipeg.

DRIED FRUITS.—A local house advises its customers as follows: "Latest advices show larger size of prunes scarce and the Allies are in the market for large quantities of 70 to 90. Buyers for the U.S. Government are also buying 60 to 70. They have already purchased all available supplies of 50 to 60. What prunes will be available for commercial purposes? We believe there will be very few 60 to 70. Buyers for home consumption will depend entirely on the small sizes. The Oregon crop estimate shows a shortage of approximately 17,000,000 pounds, and larger sized prunes are at a premium. Additional information just to hand indicates the Oregon crop is practically sold."

It is reported that the better grades of evaporated peaches are cleaned out of packer's hands, and the trade will have to use "Standards" after better grades now in wholesale hands are cleaned up.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.	....	0 10
80-90s, 25-lb. boxes, per lb.	....	0 10⅝
50-60s, 25-lb. boxes, per lb.	....	0 11¾
Apples—		
Choice, 50-lb. boxes, lb.	....	0 23
Pears, choice, 10-lb. bxs., faced, box	....	1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box	....	2 48
Peaches—		
Choice, 25-lb. boxes	....	0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian	....	0 21
56-lb. boxes, lb.	....	0 24
Dates—		
Hallowee, 68-lb. boxes	....	0 20
Fards, box, 12 lbs.	....	2 30
Raisins, California—		
16 oz. fancy, seeded	....	0 11⅞
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09¼
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 11
3 crown, loose, 50's	....	0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	....	0 10½
3 crown, loose, 10-lb. boxes	....	0 11
Figs—		
California white figs, 25s	....	0 12½
Peel—		
Candied lemon, boxes, lb.	....	0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes	....	0 28½

Freights Are Holding Coffee Prices Up

Winnipeg.

COFFEE.—The market is ruling firm. Jobbers state there is no justification for low prices. Difficulty is in shipping. Supplies are being brought in now by sailing vessels which take a long while to make deliveries, twice as long as when fast boats were being used.

Green Coffee—		Per lb.
Rio, New York grading No. 5	....	0 14¾
Rio, New York grading No. 7	....	0 14
Santos	....	0 18
Bourbon	....	0 20
Maracaibo	....	0 22
Mexican	....	0 22½
Bogota A	....	0 25
Bogota B	....	0 22½
Costa Rica	....	0 28

Difficulty Getting Cornmeal Shipments

Winnipeg

CORNMEAL.—Jobbers are having great difficulty getting cornmeal, and orders placed last week cannot be shipped from the United States for five or

six weeks due to shippers having difficulty getting a license. Cornmeal is being quoted to-day at $2.70 for 49's and $1.40 for 24's. This is somewhat surprising as it is felt that all corn meal products should be lower on account of the large corn crop. However, reports reaching here are to the effect that the crop was damaged by dampness, and that much of it is unfit for manufacturing purposes.

Beans Quoted At $6 To $6.50 Per Bushel

Winnipeg.

BEANS.—While there has been a firmer feeling to the bean market during the past week, some very low figures have been quoted by Winnipeg houses. Quotations vary from $6 to $6.50 for white beans. Lima beans are still on the embargo list.

Barley—		
Pearl, 98-lb. bags, per bag		7 25
Pearl, 49-lb. bags, per bag		3 65
Pot, 98-lb. bags, per bag		5 20
Pot, 49-lb. bags, per bag		2 65
Pot, 24-lb. bags, per bag		1 35
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb		0 14
Fancy white, bushel	5 90	6 50
Peas—		
Split, 98-lb. bags, per bag	10 60	11 25
Whole, yellow, soup, 2 bu. bags, bu		5 00

Will Have To Buy American Tomatoes

Winnipeg.

CANNED GOODS.—While there has been a tendency to sacrifice tomatoes unnecessarily, there is now a change in attitude, and the feeling is that there are not enough tomatoes on hand to take care of requirements until new crop. It is estimated by Winnipeg jobbers that they will have to buy in the American market by May, and prices will range much higher.

Bananas Down To 5c; $1.25 Potatoes Scarce

Winnipeg.

FRUIT AND VEGETABLES.—There is a scarcity of Alberta potatoes selling at $1.25, but Ashcrofts are plentiful at $1.50. Sweet potatoes are practically off the market. Turnips at $1.50 are scarce. There is also a scarcity of Cuban tomatoes, which have brought a figure this week as high as $8.50. There seem to be but few other tomatoes offering. There are plenty of yellow and red onions on the market at $3 per cwt. Fruits.—The big sellers in apples are Spies, and they are very plentiful, bringing $2.50-$2.75. Lemons are quoted at $9 per case, and some arrived this week which were slightly higher than this. There has been a drop in bananas from seven cents to five cents. Bananas are now more plentiful. New grapefruit has arrived from Florida this week at $6 per case and oranges are also in, selling as high as $7.50 per case.

Cabbage, lb.		0 05
Cauliflower, Cal., doz.		2 75
Celery, Cal., crate 100 lbs.	6 50	7 00
Potatoes	1 25	1 50
Potatoes, sweet, lb.		0 06
Carrots, cwt.		2 50
Turnips, cwt.		1 50
Head lettuce, Cal., doz.		1 25
Head lettuce, Cal., case		4 00
Tomatoes, Cuban, 6-bkt. crate		8 50
Onions, Valencias, large case		6 50
Onions, yellow and red, cwt.		3 00
Parsley, imported, doz.		1 00
Parsnips, bag		4 00
Brussels sprouts, lb.		0 25
Fruits—		
Apples, Nova Scotia, bbl.		6 25
Apples, Wash. Jonathans, box		2 25
Apples, Rome Beauties, box		2 25
Apples, Spies	2 50	2 75
Apples, Wagners		2 25
Oranges, navels		7 50
Lemons		9 00
Bananas, lb.		0 05
Grapefruit, Florida, case		6 00

Cutting Down On Shipments Of Feed

Winnipeg.

FLOUR AND FEED.—Millers have experienced a brisk demand for Government stnadrad flour, the demand coming mostly from the cities. Owing to the large stocks of patent flour delivered to country points, the present volume of business is light in the country, but within a week conditions will change, and millers will be called upon for large shipments. The trade as a whole now have a correct understanding of what Government standard flour is, and many are placing orders for immediate shipment. Standard flour is in no sense a war flour, say the millers; the quality and color is almost as good as patent flours, they say. City millers are using it, and express satisfaction with the results. Feeds.—The situation is becoming desperate, millers say, the demand being much greater than the supply. In order to effect an equal distribution, merchants are getting about a quarter of their original orders. The oat market is firm and prices unchanged.

"OOT 'EM AT LAST!" —New York World.

Govt. Standard Flour—		
Cash carload price		10 50
To bakers and flour and feed dealers		10 50
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
Cereals—		
Rolled oats, 80's	4 35	4 75
Rolled oats, pkgs., family size		5 65
Cornmeal, 98's		5 60
Oatmeal, 98's		5 50
Feeds—		
Bran, per ton		30 80
Shorts, per ton		35 80

Still A Shortage Of Cottonseed Oil

Winnipeg.

LARD.—Both pure lard and shortening markets have been very firm. There is still a big shortage of cottonseed oil due to curtailing of supplies by the American Government, which has resulted in a big shortage on shortening.

U.S. Places Emargo On Margarine

Winnipeg.

MARGARINE.—It was reported here last week that the United States Government would refuse permission for the exportation of further supplies of margarine, and that licenses had already been refused. However, there seem to have been considerable quantities on order since ruling went into effect, and as these are now in transit the trade should be well supplied for the next three weeks. After that it is problematical what will happen unless the United States Government lifts the embargo.

REDUCE FLOUR SALES IN U.S.

In order to increase the export surplus of flour in the United States a plan is being considered by the food administration to force reduction in flour sales. The increased surplus is required for shipment to the allies, and curtailment will be effected at various stages from the mill to the consumer. It is possible that millers, wholesalers, retailers and bakers will be required to curtail flour sales to 75 per cent of the amount now handled.

In response to the demands of the allies for 100,000,000 more bushels of wheat, the food administration of the United States has arranged to take over 30 per cent of America's flour production. Out of this supplies for export will be selected. Food administration officials expect to be able to give Europe 90,000,000 bushels of wheat made into flour before the new American crop comes in, without endangering the American supply.

Bearing out the reported possibility of flour sales being curtailed to 75 per cent of the present amount handled, comes information from Chicago to the effect that after February 1 bread in that city will contain only 75% of wheat flour. Notice to this effect has been given by the Flourmen's Club of that city, and it is expected that similar action will be taken throughout the country. The method of enforcing the substitution of 25 per cent rye, barley, corn, rice meal, alfalfa meal or soy bean will be to fill the orders from bakers with a product containing 75 per cent of wheat and 25 per cent of some substitute. Maximum prices for these substitutes are expected to be fixed immediately by the Federal Food Board.

REGULATIONS COVERING THE NEW FLOUR

THE new standard flour is now being made by the various mills and will soon be in general use.

In speaking with one of the largest Canadian mills this week, CANADIAN GROCER was informed that the texture of the new flour is fine, and that the color is not nearly so dark as some have claimed it would be. It will also be quite well suited to making cake and pastries, as this has been fully tried out by the mills. It is, as well, very palatable and nourishing. In making pastry a little less water is required than with the former fancy patents or with pastry flours.

The following are the actual terms of the order in council making the new standard obligatory:

Whereas by an order of His Excellency the Governor-General in Council, dated the fifteenth day of November, 1917, and numbered 3223, it was, amongst other things provided in the third paragraph of the regulations, as follows:

"The Food Controller may from time to time make such rules as he deems advisable witb respect to the management and control of any flour mill operated by any licensee under these regulations, and with respect to the sale, distribution and transportation of the products manufactured or produced in any such mill."

And whereas it is advisable in the public interest to make the following order:

Therefore I do hereby order,—

1. On and after the twenty-eighth day of January, 1918, mills in Canada are forbidden to manufacture, either for domestic or for export trade, flour of a grade and quality of a lower extraction than is hereinafter prescribed.

2. Spring Wheat Flour: Mills must not use more than 265 pounds of clean spring wheat to produce 196 pounds of flour. The quality of the flour must be what is known as a straight run or full 100 per cent. flour. No extraction or division of patents, clears or low grades is permitted.

Winter Wheat Flour: Mills must not use more than 275 pounds of clean winter wheat to produce 196 pounds of flour. The quality of the flour must be what is known as a straight run or full 100 per cent. flour. No extraction or division of patents, clear or low grades is permitted.

3. Branding: Branding shall be left to the discretion of the miller, but containers must show whether the flour is made from spring wheat, winter wheat, or the result of the blending of a proportion of spring and winter flours; also shall show the net weight, name and address of the miller or the party for whom it is manufactured.

By clean wheat is meant wheat as graded at a Government inspector less only such dockage as has been determined by him; or in the case of wheat not inspected, wheat cleaned sufficiently to comply with Government standards of the grades used.

4. All contracts outstanding on the twenty-eighth day of January, 1918, which cannot be performed by the delivery of flour now in stock, or for grades of flour which cannot thereafter be milled under this rule shall be cancelled; provided, however, that the buyer may at his option secure the cancellation under the same terms and conditions of an amount equivalent to the unshipped portion of his order at the new basis of price; provided, further, that the right of exercising this option shall expire within ten days after this rule becomes effective.

PAY EXTRA FOR DELIVERY

After February 1 all consumers in the city of Indianapolis, Ind., who ask to have groceries delivered, will pay an extra six cents for every order. Those who ask for credit will pay an extra cent for every dollar charged. The local food administration hopes to reduce the price of foodstuffs and release men employed in delivering goods for more necessary work. Where any hardship would be suffered through the elimination of delivery, as in the case of sickness or homes where aged people do the marketing, special provision will be made.

NO RYE FLOUR IN SASK.

Owing to a lack of milling facilities, rye flour will not be manufactured in the province of Saskatchewan, according to a statement made by Hon. G. W. Brown, Provincial Adviser to the Food Controller. The lack of machinery for milling bran shorts, barley or corn is advanced as the reason why pure wheat bread only will be used in that province. There is said to be only one rye mill west of the Great Lakes and this is located at Winnipeg.

YORK FARMERS OBJECT TO BUYING OIL FROM GROCERS

A delegation of farmers of York County, Ont., waited upon the York County Council urging the removal of the $300 license which is necessary for the selling of oil direct to the consumer from the oil tank cars on the railways. The farmers claimed that it was against their interests to have to buy their oil from grocery stores, because it occasioned a serious waste of time. They also maintained that oil and groceries should not be sold together. No definite action was taken regarding the matter.

WINNIPEG MILK PRICES

Until May 1 the citizens of Winnipeg will pay 13 cents per quart for milk. Some change in price may be made after that date if the recommendations of the Milk Commission as submitted to J. D. McGregor, Western representative of the Food Controller, are put in effect. It has been recommended that a commission of three be appointed to take over the milk business in the city. Producers will secure higher prices for their milk from February 1 to May 15.

FIVE STANDARDS FOR BAKERS' LOAF

Five types of "Standard Bread" baked from standard flour now being milled in Canada, have been decided upon by the committee of bakers which has been discussing regulations with the Food Controller. In connection with the original sugestion to provide for only one standard loaf for Canada it was stated that many bakers in order to comply would be obliged to supply themselves with new pans at a time when tin was scarce and expensive. The standards adopted will be applicable to specific districts. The baking of all types of "fancy bread" will be discontinued in the future. The bakers' committee included thirty delegates from centres all the way from Halifax to Victoria, B.C.

BROOM CORN SCARCITY

(Continued rom page 20)

the market were able to satisfy themselves that the oldest and most experienced broom corn men had made a very serious mistake in sizing up the crop this season. There has never been as much poor stock delivered on the market as there was this year, and the only safe thing for a manufacturer to do was to stay right on the job and examine every bale of corn that he bought.

REASONS FOR POSSIBLE SOAP SHORTAGE

Soap will probably be one of the next commodities to show a shortage. Ship shortage has cut off the supply of palm and other vegetable oils from the tropics. Again glycerine, which was formerly a by-product of soap, is being used to make explosives. There is also a serious shortage of resin.

MONTREAL WHOLESALERS EXPECT DIFFICULTY FOR TRAVELLERS IN COVERING THEIR TERRITORY

The curtailment of railroad train service is having a material effect upon the traveller. He is not being able to cover the territory that he formerly did. Especially is this the case with those houses who have gone to the smaller centres.

Laporte-Martin & Co., wholesale grocers, Montreal, in speaking of the matter, note some difficulty. "Travellers," they state, "will have to make use of local freight trains from time to time, and drive more. Will probably have some trouble in covering smaller towns, but will not take off any men. May have to depend to some extent on mail service to reach some customers."

S. H. Ewing & Sons, wholesale spices, Montreal, stated that the situation did not look favorable, and that some bitter complaint has been made. "Do not know just how we shall be able to meet the situation."

Chase and Sanborn, Montreal, state "Travellers haven't been forced to give up, and as they have made no complaints they are apparently not greatly hindered in making their calls. Service hasn't been very complete for some time and travellers are gradually getting used to it."

The McGowan Milling Company of Durham, Ont., has purchased the flour mill of the Ogilvie Milling Company at Seaforth, Ont. The mill has a daily capacity of 300 bbls.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Feb. 5.—Fruit and produce wholesale dealers report business dull. Wholesale grocers are fairly busy. Apples have been reduced to $2.10 for best grades of dessert, with slow movement. Oranges have advanced 25c per box, and are likely to advance again in the near future, as California prices have gone up. Balance of the Japanese oranges are in slow sale. There is a strong demand for bananas, as people are using them as a food and not a luxury. Potatoes are moving slowly. The supply of fresh local eggs has dropped off entirely. The butter market is strong. Lard is firm. Demand for rice has been on the increase. Flour is quoted from $10.85 to $10.95 per barrel.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	135 00
Do., Siam, No. 2	....	110 00
Beans, Japanese, per lb.	....	0 16
Beans, B.C., white	....	0 18
Potatoes, per ton	28 00	36 00
Lard, pure, in 400-lb. tierces, lb.	....	0 27
Butter, fresh made creamery, lb.	....	0 52
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Cheese, new, large, per lb.	....	0 25
Oranges, box	4 75	7 00
Salmon—		
Sockeye, halves, flat case	...	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Feb. 5.—Soaps have made a considerable advance. Sunlight, Gold, and Lenox are up 60c per case; Lifebuoy 30c per case. Domolco and gingerbread molasses have advanced 50c per case on 2's, 75c on 3's, 60c on 5's and 10's. Salada tea is up 5c per pound. Brock's birdseed is up 1c per package. Apex blended jam has advanced 25c per case. North-west sodas have advanced 2c per pound, and sweet biscuits 1c per pound. Cooked hams are ½c per pound higher. Some brands of margarine have advanced ½c per pound. Vaseline is higher. Grapenuts are now quoted at $3.10 per case. Large Ontario cheese are quoted at 24c to 25c. Tomatoes 2½'s are quoted at $4.90 to $5.50 per case. Popcorn is very scarce locally.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	0 95
Rolled oats, 80s	....	5 00
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	....	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	16 80
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 65
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 50
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	40 00
Navel oranges, case	4 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Feb. 5.—All laundry soaps have advanced during the week to the extent of approximately 60c per case, while toilet soaps are also higher. Butter is higher at 45c, and is not plentiful. Rolled oats in bails are quoted at $4.95. Bacon is now quoted at 42c per pound, showing a substantial advance. Currants have advanced 1c per pound. Canned meats have advanced approximately 5 per cent. All lines of molasses have also advanced about 10 per cent. Further increases in foodstuffs seem highly probable.

REGINA—

Beans, small white Japans, bu.	....	6 25
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	8 40
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 45
Lard, pure, 3s, per case	....	16 80
Bacon, lb.	....	0 42
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 35

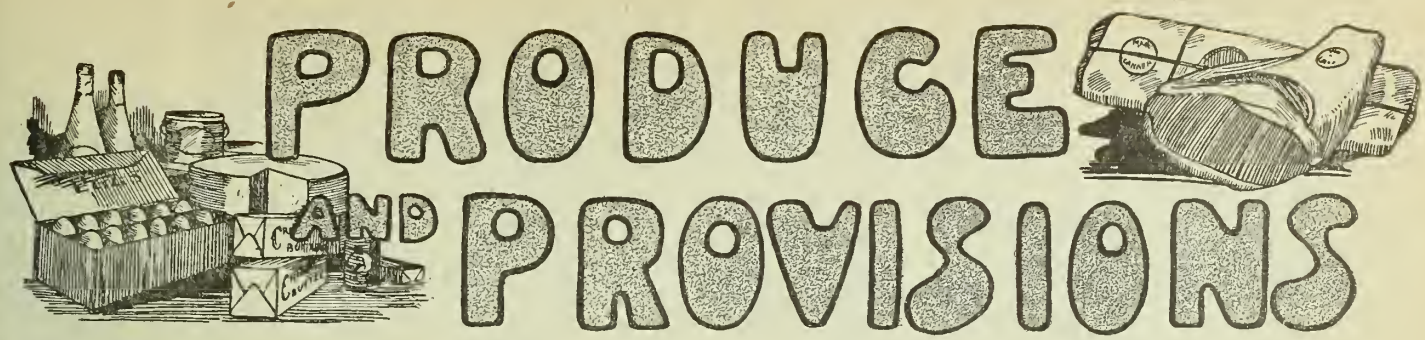
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Feb. 5.—Freight congestion, due to the severe storms, has added to difficulties coincident with heavy traffic, which is making it increasingly difficult to get supplies through. Dealers, however, are fairly well stocked with most materials. One of the chief difficulties has been with flour owing to stocking up by householders. Bakers in consequence are working on a narrow margin. The embargo on margarine has resulted in firmer prices for creamery butter, now being quoted at 47c per pound. Corned beef 1's is now quoted at $7 to $8.90 per case. Canned raspberries and strawberries are now quoted at $6 per case. Lemons are firmer at $7.50 to $8 per case. Oranges have advanced, and are now quoted at $7.50 to $8. All laundry soaps have advanced 50c per case.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 82	0 83
Rolled oats, bbl.	....	11 75
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case	....	0 46
Breakfast bacon	0 38	0 39
Butter, creamery, per lb.	....	0 47
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 33	0 35
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 26	0 26½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case	....	6 00
Peaches, 2s, Ontario, case	....	4 50
Corn, 2s, standard case	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	4 00	4 50
Strawberries, 2s, Ont., case	....	6 00
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 78	0 79
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon	0 32	0 33
Apples, N.S., bbl.	2 50	6 00
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal., Messina, case	7 50	8 00
Oranges, California, case	7 50	8 00
Grapefruit, case	5 00	6 00



Urges Protest Against O'Connor Report

A. E. Silverwood, President Canadian Produce Association, Addressing Convention Held at London This Week, Urged a Strong Protest Against Unwarranted Charges Laid by W. F. O'Connor—Butter Grading Standards Discussed

Reported by Staff Correspondent.

LONDON, Ont., Feb. 7.—In opening the sixth annual convention of the Canadian Produce Association the president A. E. Silverwood of London spoke with some warmth of the aspersions that had been cast upon the produce trade by the report of the Cost of Living Commissioner. "It is to be regretted he said that an official of the Government should make deduction from figures but ill understood." "The report," he continued, "showed a great lack of understanding of the uses of cold storage." He urged that the government be requested to make a full investigation of the cold storage business so that it might be better understood and freed from the burden of many misapprehensions. He also urged that during the course of the convention the Association vigorously memorialize the government, in protest against the ill-advised and apparently malicious use of figures that had been entrusted to the government by spreading broadcast through the public press, the ill-judged and inaccurate deduction made by the Cost of Living Commissioner.

Convention Starts Late

Owing to the exceptionally severe weather, trains from all directions were running hours late, so that members of the Association were dropping in all through the afternoon, and it was not till five o'clock that the assembly actually convened.

J. R. Somerville, Mayor of London, welcomed the visiting delegates on behalf of the city. Mr. Somerville urged that there was comparatively little to be gained through food regulation. The regulation of price and consumption only meant greater consumption of equally necessary foods, the only way that real results seemed to be in co-operation in movements of conservation.

Mr. Leonard on behalf of the London Board of Trade also welcomed the delegates. The secretary, L. P. Marshall, then presented his report which was received as entirely satisfactory. The President, A. E. Silverwood, in his address outlined the work of the Association during the past year.

AN INFORMATIVE PRESIDENT'S ADDRESS

Pres. Silverwood reported in part as follows:—

Gentlemen:—

"The work of the year began the day after our last convention closed. A large and representative deputation went from Montreal to Ottawa to present to the Honorable Minister of Agriculture a resolution urging upon the Government the enactment of suitable legislation to provide and legalize standards for Canadian eggs and to provide such inspection as might be necessary to enforce such legislation and to issue Government certificates, if required, and, further, to prescribe regulations to provide against the sale of eggs unfit for food, making due allowance for reasonable deterioration as provided in said standards.

"This deputation was accorded a most courteous reception by the Honorable Martin Burrell, Minister of Agriculture, and was assured that our request would receive every consideration. The report of the chairman of the legislation committee will show that our efforts were successful and that, while the interest of the Govern-

A view of Richmond Street, London, looking from the Tecumseh House, the scene of the Canadian Produce Association Convention.

ment has been centred on distinctly 'Win-the-War' problems, this less important matter has not escaped their attention and that soon our efforts to bring this important legislation into existence will be crowned with success.

Problems of Egg Exports

"In March a meeting of all the Eastern members directly interested in the export of eggs was convened in Toronto. This meeting discussed the many problems involved in handling the surplus eggs of Canada and placing them in the best possible condition on the English market. Stress was laid upon the matter of ocean space and it was considered sufficiently urgent that the whole question should be discussed with the Department of Agriculture at Ottawa and to this end a deputation was sent to Ottawa to present an important resolution and review the whole question.

"Later, about November, when the question of space became a most serious problem and it appeared as though it would be quite impossible to move the surplus eggs that had been packed and in many cases sold, for export, a committee was named at the request of the Food Controller and a day was spent in Ottawa with a view of determining how space could be secured to move this block of export eggs. Various interviews took place with the Shipping Controller and at a still later conference at Ottawa it was decided to send a strong delegation to New York to meet the Allied Buying Commission. The report of this delegation and the possibilities of working in conjunction with this Commission in handling for export Canada's surplus eggs, butter and poultry, will be dealt with by representatives who composed this important delegation.

"As a result, or at least partially so, of the activity of this Association, ably assisted by the staff of the Live Stock Commissioner at Ottawa together with the Food Controller we were able to arrange for the movement of most of the eggs booked and held for the account of Great Britain.

Shipping Delays Cause Losses

"It is regrettable, however, to have to record the fact that reports from across the water indicate that many of the shipments arrived in bad condition. Many shipments were held up days and even weeks on the docks on this side; many took as long as four to five weeks to make the ocean trip; many appeared to have been badly stowed, the result being tremendous wastage on arrival. Taken all round, the export egg business of last year was particularly trying and I hope that in 1918 much better conditions will prevail.

"We must realize that Canada can and should produce a surplus of eggs in excess of her own consumption and in view of the fact that the reputation of Canadian eggs should be maintained on a high plane for their quality and dependability as to grading, it is most important to establish the standardization of all export shipments so that in 1918 all eggs going from Canada will carry the proper guarantee and thus establish beyond question the fact that if the out-turn proves unsatisfactory same is due solely to poor transportation facilities.

That O'Connor Report

"Before leaving the question of eggs I wish to refer to the cause of many newspaper articles and editorials appearing within the last week reflecting on the good name and business principles of men engaged in the produce business and that closely allied business—cold storage. The public has already been given a very wrong impression of the use, or abuse, of cold storage. Cold storage is the great leveller between the period of surplus production and scarcity and has done much to stem the tide of the ever-increasing high cost of living. It is, therefore, much to be regretted that a Government official should draw from statistics deductions which are absolutely unfair and which so plainly reflect a lack of knowledge of the fundamental problem of 'supply and demand'; and, further, that he should be so ill-advised as to submit for publication comments which bring discredit upon the businesses of men who have more than their fair share of difficulties already without these being increased by misdirected public opinion. In my opinion this convention should go on record as being heartily in accord with the Government obtaining the fullest possible information relating to cold storage holdings and with the publication of same if in the public interest but we should protest to the proper authorities at Ottawa against the improper, unfair and almost malicious use of this information as in this recent instance. I would strongly recommend this convention to urge upon the Government at Ottawa the importance of placing in the hands of the Food Controller this most important task of obtaining statistics and giving out information to the public. It does seem ridiculous that there should be a Department of Labor and a Food Controller working independently of each other, duplicating in many cases the statistics that will have to be obtained and each apparently interfering with or more or less upsetting the other's work. This important matter demands immediate action on the part of the produce men of Canada.

Light Butter Exports

"Export shipments of butter were comparatively light in 1917 but more trade will undoubtedly develop in this line of produce in the future and it is most important that we should work to higher standards of quality. The Western provinces have shown wonderful progress in this direction during recent years. In this connection they are outstripping the premier agricultural province—Ontario. The system of Government grading introduced into Ontario last year should assist very materially in bringing about better conditions and we shall hear something of the success of this important move during this convention.

"Every produce man throughout Canada whether interested directly in the manufacture of creamery butter or otherwise should urge and encourage the farmers of his community to keep up and, if possible, increase their dairy herds. One of the great needs to-day is the production of fats, and while the price of feed and the cost of labor have been increased tremendously I believe it is a duty imposed on every farmer to place as much stress as possible on the production of these most necessary fats.

Meatless Days Consume Poultry

"While some shipments of the 1916 pack of poultry got safely across the water, part of that year's pack which was sold for export was held up owing to lack of ocean space. This meant considerable loss to the dealers but ultimately the 'meatless days' came and this surplus poultry rapidly disappeared. The pack of 1917 was scarcely more than from one-third to one-half of that of the previous year. Even though prices had advanced thirty per cent., only a portion of the poultry produced found its way to market and the general feeling seems to be that less than half the poultry was produced in 1917 than was produced in the previous year.

"All must realize that with the insistent demand for beef and bacon for export to feed our soldiers and the Allied nations, poultry and eggs can and should be used in Canada more and more to replace beef and bacon and thus increase the exportable surplus of these very necessary products.

"The great problem confronting Canada to-day is to win the war. As a young nation we have made a name in history for the magnificent contribution we have given to the cause of the Allies.

"Nature has not been so kind to us the last two years as formerly. Many things seem to have gone wrong in the natural world and much production has been hampered by late springs, too much rain, early frosts, etc. But let us still remain cheerful and continue to lift the goal of production higher and higher leaving nothing undone that can be accomplished through the power of man and trusting to the Almighty to send the sun and the rain and, later, the abundant harvest.

Production An Important Duty

"At a time such as this, every man engaged in the handling of foodstuffs should realize the importance of the business in which he is engaged. If he never before has looked upon his business as a trust he should now bring himself to see it that way. If food is to be the great factor in winning this war then we must place first importance on the man who tills the soil or uses his efforts to actually produce with the aid of Nature or science the food that is so much needed.

"Next in importance to production comes conservation and here the produce men of Canada must play an important part. The members of this Association as represented at this convention handle annually millions and even hundreds of millions of dollars' worth of the most perishable food products of the country.

"This Association has done a great deal by co-operation to advance through education and legislation the cause of production and conservation in connection with food products but, to-day, the call is clearer and more insistent than ever in the past.

"The high cost of living has so worked upon the public mind as to stir up a great unrest among all classes of the people, and the public appear to distrust all those who have anything to do with the production or distribution of the nation's food and although we may suffer from public criticism and even censure where we are so often misunderstood and misrepresented may we so continue to conduct ourselves and our businesses that we come out unscathed in any encounter with adverse public opinion.

Not Afraid of Investigation

"Let us put our best into the service we render to the public so that we may not fear the most searching investigations and let us encourage and invite the most complete public enquiries into the difficult problems we have to meet in dealing with the great and intricate question of 'supply and demand.' If we do this in sincerity I am convinced that the public attitude of distrust and criticism will be rapidly changed to one of confidence and commendation."

The Grading of Butter

Continuing the program of the convention Frank Herns, London, Ont., spoke on "The producers' point of view on the inspection and grading of creamery butter in definite standards." He spoke of the fact that conditions at present existing made for a large market for lower grades of butter, so that there was not as strong a support from the buyers as would otherwise have been. Manufacturers, however, who had standardized their product, had found a ready and satisfactory market and it was believed that the handlers had shown an appreciation that showed that there was a real need and opportunity for some such grading system.

The manufacturers' point of view was presented by J. A. McFeeters, Toronto, and Mack Waddell, Strathroy.

Buyers Partially to Blame for Poorer Standards

Mr. McFeeters, stated that there was an awakening in the creamery business, the manufacturer had been hibernating and so comparatively little progress had been made. A new era had dawned, however, and, the grading of creamery butter was inaugurated with the idea of

producing a better feeling between the manufacturer and sellers.

"The creamery men," he said, "are ready and anxious to take hold of this question of grading of butter. You as buyers have been just as much to blame as the manufacturers," he stated. Now the question arises, are you ready to co-operate with us on this? Virtue may have her own reward—in the production of better graded butter, but it is too much to expect that the manufacturers will handle all the costs of this new movement with no profit to themselves. "If you will pay price" Mr. McFeteers continued "we will deliver the goods. It's up to you."

Grading Cream as Necessary as Grading Butter

Mr. Waddell spoke of the slackness that sometimes occurred in the factories—qualities of raw materials, and good handling were the main features. If these were properly attended to, then there was no reason to find a difficulty in getting a grading standard. "What is needed," said Mr. Waddell, "is a standardized product, this is only to be attained by grading cream and grading butter. There is some cream that is not worth the price paid for it. But the butter made from it obtained the same prices as the better product." Mr. Waddell held that, the grading of cream was one of the chief elements in good butter pasteurization and low acidity were the points to be stressed, he said, and the final test should not be the flavor at the time of production, but the quality that would give a good flavor when withdrawn from storage.

Mr. Waddell further urged the prime necessity of laboratory methods in butter production; the standardization of cream, he thought, would be the crowning achievement of the butter producer.

I. W. Steinhoff, Toronto, speaking on the dealers' point of view of the butter grading problem, thought that it was unquestionably a good idea. Butter grading was the first step, he thought, and that cream grading would follow. He contended that the manufacturers were partially responsible for lack of appreciation in that they did not stipulate that there should be certain percentage of No. 1 and a certain percentage of No. 2, butter in the lots offered for sale.

The manufactured product of Ontario, he stated, must compete with the products of other provinces, and up to the present Ontario had hardly compared favorably with the Western provinces.

H. B. Clemes, Gunns Ltd., Toronto, expressed himself as strongly in favor of buying butter on a graded basis. He stated that he would in his own business give preference to graded butter and would pay a better price for it.

F. F. Whyte, Toronto, stated that their firm would buy and support the graded butter.

Mr. Herns urged the wisdom of going slow. When the dealers showed a real desire to handle graded butter, the graded butter would be produced.

Various committees were appointed as follows:

The committee on nomination: J. R. McNab, Dungannon, Ont., E. M. Reaney, Toronto, H. H. Fearman, Hamilton, F. F. Whyte, Toronto, C. M. Walker, Montreal, A. Dalrymple, Montreal, T. J. Coyle, Winnipeg, R. J. MacLean, Toronto.

The committee on resolution: R. Grey, Montreal, T. J. Coyle, Winnipeg, T. W. Steinhoff, Toronto, A. T. Duclos, Edmonton, Alta., J. J. Fee, Toronto.

The committee on arbitration: H. R. Grey, Montreal, M. Lemon, Owen Sound, B. W. Squires, Norwood, J. F. Madden, Toronto, E. J. Smith, Brockville, H. B. Clemes, Toronto, A. W. Bayman, Ottawa.

Transportation committee: R. J. Hunter, Toronto, J. T. Madden, Toronto, H. Johnson, Lindsay, F. F. Whyte, Toronto, R. Grey, Montreal

The committee on legislation: R. J. MacLean, Toronto, A. E. Silverwood, London, R. S. Whyte, Toronto, A. E. Baillie, Belleville, H. B. Thacker, Montreal, John Wilson, Montreal, W. G. Jackson, Simcoe, A. W. Bayman, Ottawa.

WILL SEED CORN BE DEBARRED?

The following telegram was handed CANADIAN GROCER and indicates the possibility of there being some difficulty with regard to the much-needed supplies of seed corn which the farmers of Eastern Canada will require for the coming season.

"Owing difficulty securing importation seed corn from U. S., decided call meeting principal importers. You are invited to send representative Food Controller's office, 59 Victoria Street, Toronto, 10.30 a.m. Friday, Feb. 8th.

(Sgd.) "Can. Food Controller
"(Per S. E. Todd)."

This involves a matter of direct interest and much moment to many of the retail merchants throughout the country who handle and upon whom the farmer depends each season for his requirements of seed. It is estimated that from 250,000 to 300,000 bushels of seed are required for the farmers of Eastern Canada, and practically all this seed must come from the United States. It therefore is essential that the Canadian dealers interest themselves to show why these supplies should be permitted to come forward.

It is stated that there is plenty of corn in the United States, and that if the proper representations are made it is hoped that the matter will receive the consideration it merits at Washington. It may be essential to send a good strong committee to take this matter up with the authorities, and the fact that the Food Controller has taken this action indicates the willingness of the Government to facilitate a solution of the difficulty.

EXPECT EARLY CLOSING BY-LAW TO GO THROUGH

Grocers' Section, Toronto Branch, R.M.A., Choose R. Dowson Chairman—Important Matters Discussed

Toronto, Feb. 7.—(Special).—Office-bearers of the Grocers' Section, Toronto Branch of the Retail Merchants' Association of Canada, were elected last Monday, February 4, as follows: Chairman, R. Dowson; 1st vice-chairman, D. Nicolson; 2nd vice-chairman, C. Routcliffe; treasurer, Donald MacLean; secretary, Neil Carmichael.

At the meeting, considerable discussion of the Toronto City early closing by-law proposed took place. There is every prospect according to officials of the Association that the requisite 75 per cent. vote in favor will be obtained, and that the by-law will carry and come into force this spring. The by-law provides that grocers, butchers and fruiterers shall close their premises at 7 p.m. every day except Saturdays and the immediately preceding statutory holidays.

Discussion of the U.S. embargo on margarine was also engaged in. The embargo was regretted, as the product has been gaining favor, and it was urged that some suitable substitute for cotton seed oil might well be found in Canada though the discovery and approval of a substance of this kind could not come to aid the present situation.

The contemplated licensing of all food retailers came in for attention also. Association members are fairly well prepared for the actual advent of the regulations, and fully ready to co-operate in every practicable and reasonable manner.

Further, the new regulations regarding flavoring extracts were discussed, the retailers expressing their favorable attitude towards a policy to lend the bill every assistance.

MEATLESS DINING ROOM

Enlarging on the idea of the meatless day for hotels, one hotel in Tampa, Florida, has opened a vegetarian dining room with seven meatless days a week. The manager of the hotel believes that his guests are ready for such an innovation.

CABINET APPROVES STANDARD FLOUR BREAD

Bread baked from the new standard flour was submitted for examination to the Cabinet Council and passed enthusiastically. Sample loaves of fine texture with clean-cutting crust and middle were favorably remarked upon. The loaves were baked on an ordinary commercial basis from "one grade flour," milling of which has but recently commenced in Canada.

Mr. O'Connor's Discoveries re Eggs

Another Report From the Department of Labor That is Patently a Misunderstanding of the Figures Presented—Dearth of Eggs is an Actual and Present Condition

W. F. O'CONNOR, the Cost of Living Commissioner of the Department of Labor, has made some startling statements in the past, but a recent report over his signature is a still more surprising document.

According to this report "the ruling price for eggs is absolutely unjustifiable, and the daily reiteration in market reports that a shortage of eggs exists is absolutely contrary to the facts. There exists an unjustifiable over-accumulation of eggs at unjustifiable prices."

This report appeared on Jan. 30. From another Governmental Department report dated Jan. 29, 1918, that of the Department of Agriculture, the following excerpt is taken dealing with conditions in different parts of Canada.

"Toronto—Eggs—Although receipts in fresh gathered have increased, there is no change in price. Storage stocks are getting low and prices hold firm.

Montreal.—Stocks of storage are low, but situation reported less acute than in Toronto.

Winnipeg.—Storage stocks moving out steadily, recent shipments include three cars to the United States and two cars east.

Calgary and Edmonton.—Storage stocks are low and moving rapidly."

It would appear from the foregoing that either Mr. O'Connor has unearthed a fact that has been hidden from other eyes, or that the Department of Agriculture has been sending misinformation broadcast. The latter claims that in all markets storage stocks are light. W. F. O'Connor claims that there is a 48 per cent. holding over and above the stocks of the previous year.

Figures a Month Old

The difficulty of course lies in a doubtless well-intentioned man trying to handle business facts without any very accurate knowledge of how they should be handled. Granting that the figures are correct, that Mr. O'Connor or his staff have made no mistakes anywhere, there yet remains the fact that Mr. O'Connor is drawing conclusions on January 30 from figures that provide no conclusions except as to what conditions were on January 1.

It is generally admitted that in the first day of the year there was a large holding of storage eggs. On January 30 the holdings in cold storage are merely nominal. In Toronto, two of the largest handlers have nothing on hand at all and are dealing from hand to mouth; another house is awaiting the arrival of eggs from the west ,while the best supplied house has probably two days' supplies in storage. In Montreal, while conditions are somewhat better, they are approximately the same. In the west there is a somewhat larger supply, but the supply has been greatly curtailed by exportations to the United States.

Now taking Mr. O'Connor's figures for granted, the increase of 48 per cent. over the previous year has not only been eaten up, but more than eaten up owing to natural conditions. Yet Mr. O'Connor would argue from those same figures that unless drastic action were taken a most calamitous loss was bound to occur.

Cold Weather a Factor

Normally during the month of January there is an increasing large production of eggs, this increase being due to the milder weather that usually occurs some time about this period. As everyone knows, this has been a season of unusual weather severity, and as a result egg production has been at a practical standstill. Severe storms have tied up the railways and prevented the shipment of eggs from the west or the importation from Texas and other southern points. Added to this the American market price has been materially higher than the Canadian, probably an average of 3 cents a dozen on a similar basis of sale, so that not only have there been very light importations of American eggs, but by far the bulk of the Western storage supply has been diverted to Minneapolis and Chicago. It is generally conceded among produce men that practically the whole of the good trade western eggs have been marketed. Those that remain are largely of inferior quality, and this not because of their stay in storage but from the adverse handling conditions that obtain in the West, the great distances that eggs have to be shipped before finding storage facilities. etc. The result of these conditions is that all the demands of the month past has fallen upon that surplus stock in storage that Mr. O'Connor so carefully notes. Had it not been for that extra holding there would not have been any eggs available in Canada.

The theory that Mr. O'Connor gives credence to, that holders would let eggs spoil in storage to prevent them lowering a market, is one of those theories that is the delight of amateur economists, but is rarely if ever known in business. Doubtless it would achieve the result expected, but the point is to find the dealer self-sacrificing enough to destroy his goods, that in this instance cost upwards of 40 cents a dozen, in order that a competitor might continue to get high prices. A little figuring would suffice to show the absurdity of such a suggestion.

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Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

OF greatest interest during the week has perhaps been the situation with respect to storage eggs. Stocks are about cleaned up in Eastern markets, and dependence is now largely placed upon shipments of Western eggs. Weather conditions have greatly militated against shipment of eggs from the West, and as a result supplies in the Eastern market are within very narrow compass. Production of new-laid eggs is increasing, and with a break in severe weather conditions there is every chance of a decline in the price of new-laids.

Butter was in very firm market, due to the demand occasioned partly through the shutting out of margarine. There were some light arrivals of margarine from the United States during the week, but these were on account of permits issued previous to placing of embargo. As soon as stocks in transit have reached their destination there is general expectation that no further supplies will be allowed to come forward.

Rumors were current during the week that there was a proposed embargo on cottonseed oil from the United States. This commodity has been on the embargo list for several weeks now, and supplies have been coming forward only on permit on a percentage basis of amounts used last year. Manufacturers of shortening do not anticipate that these supplies will be shut off entirely, although they assert that changes of front are so rapid in these days of food control that a definite status could not be considered as permanent for any considerable length of time. Bacon was in firmer market, with higher prices recorded in some quarters. Arrivals of poultry have been light. Consumption of fish continues good. Transportation difficulties have interfered with trade during the week.

Live Hogs Firm; Quotations $20.50

Montreal.

PROVISIONS.—Stormy weather has again had a firming effect on the live hog market, deliveries being very light and the range from $20 to $20.50. This will make the prices firm again for the dressed as the market is rather bare. Trade has been maintained fairly well although this has not been at all heavy. The situation has been much of a changing one because of weather and other changing conditions elsewhere, and lower prices are probable if the weather permits better delivery in the immediate future. Cured meats are unchanged with a firming of price for cooked ham.

Hogs, dressed—		
Abbatoir killed	26 50	27 00
Hogs, live	....	19 50
Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	....	0 44
Bacon		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 44	0 45
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Lard Prices Higher And Demand Is Brisk

Montreal.

LARD.—Brisk business is being done in lard, say jobbers, which is being sold on a higher price basis and bears out the tendency clearly defined in CANADIAN GROCER last week of a firming market. The quantities are somewhat limited, which is partly responsible for the increase of half a cent per pound.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 60 lbs.	0 29¾	0 30
Pails	0 30	0 30½
Bricks, 1 lb., per lb.	0 31	0 31½

Shortening Goes Up ½c; Supplies Very Light

Montreal.

SHORTENING.—The continued difficulty of getting supplies of cottonseed oil through makes the situation a firm one. Prices have advanced one-half cent per lb. and there is a strong tone. Demand continues to be very good for this time of the year and supplies are going forward both to country and city trade in fair volume.

Shortening—		
Tierces 400 lbs., per lb.	....	0 25½
Tubs, 50 lbs.	....	0 25¾
Pails, 20 lbs., per lb.	....	0 26
Bricks, 1 lb., per lb.	0 26	0 27¼

Will Be Shortage Of Eggs Say Jobbers

Montreal.

EGGS.—In view of all that has been said regarding the large surplus of eggs in storage the statements of local jobbers this week would indicate that there is only a sufficient supply to meet the demand of the next couple of weeks. This means a very strong undertone to the market and prices are well held, though unchanged. No. 2 storage are said to be practically off the market. New-laids are still very slow in coming on the market, and these are not much of a factor as yet in the local situation.

Eggs—		
New-laid (specials)	0 65	0 70
Selects	....	0 52
No. 1's	....	0 48
No. 2's	....	0 45
Fall eggs	0 56	0 58

Margarine Prices Firm With Sales Still Good

Montreal.

MARGARINE.—Some jobbers are still hopeful of getting a certain amount of margarine through on licenses covering consignments ordered earlier from U.S. makers. The prices are very firm and one jobber is selling as high as 34c per lb. Supplies are limited and with the demand so brisk there will not be enough to go around when the United States supply is cut off. Quotations are as follows:—

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Demand For Poultry Good With Limited Supplies

Montreal.

POULTRY.—The spot stocks are limited. Demand continues to be very satisfactory, the only difficulty seems to be that of securing supplies. Prices, while unchanged, are particularly firm and with the difficulty of greatly increasing the surplus with demand as large as it is at present, there is likely to be a continued upward tendency. Live poultry receipts continue to be very light.

		Dressed
Poultry—		
O'd fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	....	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 37
Geese	0 27	0 28

Cheese Supplies Lighter Than a Year Ago

Montreal.

CHEESE.—There is less cheese on hand for the Canadian trade than there was a year ago, it is stated here. While there is a very large supply held on account of the cheese commission, this cannot be classed as available for the needs of the consuming public. Prices are held unchanged and the volume of business is fair.

Cheese—		
Large (new), per lb.	0 22½	0 24
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Finest Butter Scarce; Stocks Are Very Light

Montreal.

BUTTER.—Less butter than has been on hand here for the past five years, asserts one dealer. This is applicable to creamery to the greatest extent, and there is naturally a very firm tone to the market under this condition. It is stated that there will not be ample to supply the Canadian demand for more than three months, with only the present available supply in sight. No new prices are quoted, the demand for best grades continuing good, and for the inferior grades fair.

Butter—		
Creamery prints, storage		0 50
Creamery solids, storage		0 49
Creamery prints (fresh made)		0 49
Creamery solids (fresh made)		0 48½
Dairy prints, choice	0 41	0 42
Dairy, in tubs, choice		0 39

Fair Demand For Fish; Lent Will Help Sales

Montreal.

FISH.—The fish trade is reasonably good, but dealers state that they are expecting a much larger business with the advent of Lent the middle of this month. A shortage of certain lines of lake fish is evident, the pike, dore and tulibees and large whitefish being scarce. Pollock, hake and tom cods are in good demand and selling well. Oysters are scarcer than ever and prices are held. The market is nearly clear of bulk oysters one dealer states. Lobsters are also scarce. Price changes are few, as the government regulations minimize competition.

SMOKED FISH.		
Haddies	0 15	0 16
Haddies, fillet	0 17	0 20
Smoked herrings (med.), per box	0 22	0 24
Smoked cod		0 13
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 00	2 50
SALTED AND PICKLED FISH.		
Haddock		0 07
Herring (Labrador), per bbl.	$13 00	$12 50
Do., half barrels		7 00
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador), per bbl.		24 00
Do., tierces		34 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Do., half barrels		10 50
Green Cod, No. 1, per bbl.	13 00	15 50
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.		22 00
Do., half barrels		17 00
Do., 20-lb. kits		3 75
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd. lb.		0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted		0 12
Pickled turbot, new, bbls.		16 00
Do., half barrels		8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 16
SHRIMPS LOBSTERS		
Lobsters, medium and large, lb.	0 50	0 60
Prawns, lb.		0 30
Shrimps, lb.	0 28	0 30
Scallops		4 00
Herring, large sea, lb.		0 07½
Do., frozen lake, lb.		0 06
FRESH FROZEN SEA FISH		
Halibut	20	22
Haddock, lb.	08	09
Mackerel	14	15
Cod steak, fancy, lb.	09½	10
Cod—Toms	3 75	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe		26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 09	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 16
Lake trout	0 18	0 19
Eels, lb.		0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large		0 24
Oysters—		
Ordinary, gal.	2 75	3 00
Malpeque oysters, choice, bbl.		10 00
Malpeque oysters (med.) bbl.		9 00
Cape Cod shell oysters, bbl.		11 00
Do., in 5 wine gal. cans		13 00
Do., in 3 wine gal. cans		7 90
Do., in 1 wine gal. can		2 70
Do., paper pails (pints), 100		1 50
Do., paper pails (quarts), 100		2 10
Clams (med.), per bbl.		9 00
FRESH FISH		
Haddock	0 09	0 12
Steak cod	0 12	0 13
Market cod	0 07½	0 10
Carp	0 12	0 13
Doree	0 12½	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each		0 07
Western Halibut		0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch		0 08
Bullheads		0 15
Whitefish	0 12	0 16
Whitefish (small)	0 09	0 09½
Eels		0 10
Mackerel (large), each		0 20
Mackerel (medium), each		0 10
Mackerel, per lb.		0 14

Bacon Firmer; Prices Up 1 Cent

Toronto.

PROVISIONS.—There was a firmer tone to the market for bacon during the week, and prices were quoted 1c per pound higher, range being from 38c to 40c per pound. Mess pork in barrels was also in firmer trend, prices being $1 per barrel higher in some quarters. Arrivals of live hogs were not plentiful during the week, as sidings have not yet been cleared at many shipping points, and farmers have been unable to make shipment. Quotations held firm on the same basis as last week. Demand for meats of various kinds has not been as active during the past week as in the previous week, due in large measure to the fact that farmers have not been making their usual trips to town.

Hams—		
Medium	0 32	0 33
Large, per lb.	0 27	0 30½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 42	0 49
Bacon—		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 40
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs		
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 45	0 50
Shoulders, roast, without dressing, per lb.	0 40	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	57 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed, 70-100 lbs. weight		27 00
Live, off cars	18 75	18 95
Live, fed and watered	18 50	18 70
Live, f.o.b.	17 75	18 00

Margarine Now In Narrow Compass

Toronto.

MARGARINE.—Stocks of margarine are now getting within narrow compass owing to the embargo that prevails on shipment of this commodity from the United States. Some stocks arrived during the week, but these were on account of permits that had been issued previous to the embargo. It is anticipated that there are still a few light shipments in transit, but as soon as these are received no more will be allowed to come forward. Furthermore, it is expected that an embargo will be placed on the shipment of cottonseed oil from the United States. If this comes about Canadian manufacturers will not be able to get supplies of raw materials with which to manufacture margarine.

Margarine—		
1-lb. prints, No. 1	$0 32	$....
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Shortening Supplies Still Quite Light

Toronto.

SHORTENING.—Supplies of shortening are still very limited, due in large measure to the difficulty coincident with getting shipments of cottonseed oil forward only on permit on the basis of a certain percentage of stocks used last year. There have been rumors current during the week that it was the intention of the United States Government to make the embargo complete and not allow any supplies of cottonseed oil to come forward. Manufacturers of shortening, however, were of the opinion that cottonseed oil will be allowed to come forward in the limited quantities previously agreed on by the United States Department of Food Control. Some of the large concerns are taking no further orders for the present until those already on the books are cleared up.

Shortening, tierces, 400 lbs., lb. 0 25 0 25¾
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Demand For Lard Has Been Fairly Active

Toronto.

LARD.—In the face of light supplies of shortening there has been a continued active demand for it. This demand is of sufficient proportions to keep stocks of lard from accumulating. Arrivals of live hogs in the local stock yards during the week were not heavy, a condition caused through transportation difficulties. Farmers are evidently not inclined to take their hogs to the shipping points in such severe weather. Furthermore, some of the wayside sidings are not yet cleared of snow, which makes shipment difficult.

Lard—		
Lard, pure tierces, 400 lbs., lb.	0 28½	0 29¾

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Butter Very Firm: Fresh Creamery Higher

Toronto.

BUTTER.—Butter was in very strong market during the week owing to the

increased demand caused through the lightness of stocks of margarine. Fresh-made creamery prints were higher by 1c per pound at 51c, while fresh-made creamery solids advanced 1c to 2c per pound, making the quotation 49c and 50c per pound. Creamery storage butter was equally firm with fresh-made, and solids were quoted at 49c to 50c per pound in prints. There is a big demand for Manitoba creamery butter, two cars having sold on the local exchange during the week in a wholesale way at 46½c. per pound for No. 2 butter.

Creamery prints, fresh made....	....	0 51
Creamery solids, fresh made....	0 49	0 50
Creamery prints, storage	0 49	0 50
Creamery solids, storage	0 47	0 48
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 33	0 35

Only Relief Now Through Western Eggs

Toronto.

EGGS.—It has been pretty well established now that the talk of Cost of Living Commissioner O'Connor can be placed in the realms with pipe dreams. The condition of the local market during the week would indicate that his dreams of stocks of eggs are entirely unfounded. The market was entirely cleaned up, and dependence was placed entirely on new-laids and Western eggs. Owing to the extremely severe weather it has been almost impossible for shippers to send stocks from the West. A number of cars have been purchased in the West, but advices received by wire during the week show the difficulties being encountered in getting these supplies on the way. Production of new-laid eggs is increasing in spite of the continued cold weather. With a break in the weather conditions it is expected the hens will do even better. There is a weaker tendency in the market for new-laids owing to the better receipts. New-laids in cartons were quoted at 65c per dozen and loose at 62c per dozen. Select storage were quoted firm at 52c to 54c. while No. 1 storage were quoted firm at 50c.

Eggs—		
New-laids, in cartons	....	0 65
Do., loose. doz.	....	0 62
Storage, selects, ex-cartons...	0 52	0 54
Storage, No. 1, ex-cartons...	....	0 50

Cheese Slow In Spite Of Desirability As Food

Toronto.

CHEESE.—There is dullness in the market for cheese, despite the fact that it is excellent food value for the cost of same. Prices hold uniformly steady in view of the small chance of the Cheese Commission changing its mind and paying higher prices. In view of the comparative cheapness of this commodity commission men are at a loss to know why there is not a heavier consumption.

Cheese—		
New, large	0 22½	0 23½
Old, large	0 23	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Receipts Were Light During Week

Toronto.

POULTRY.—There were light receipts of poultry during the week owing to the difficulty in transportation and the lack of desire on part of producers to bestir themselves to get them ready for market. Severe weather is not conducive to shipment of poultry. There is a moderate demand for poultry, particularly chickens and fowl. Geese, turkeys and ducks were in very light supply. Prices held steady, but firm.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	0 25- 0 27	0 33- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.....	0 26- 0 27	0 26- 0 27
Hens, under 5 lbs. ...	0 23- 0 25	0 22- 0 26
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 30
Chickens, under 4 lbs.	0 23- 0 25	0 26- 0 28
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		
Hens		$0 28-$0 30
Ducks		0 30- 0 32
Chickens		0 30- 0 32
Do., milk-fed		0 33- 0 35
Turkeys		0 36- 0 40
Geese		0 20- 0 27

Wider Range On Qualla Salmon Exists

Toronto.

FISH, OYSTERS.—A wide range in the price of Qualla salmon was evident during the week, largely due to a difference in the quality of the fish. Prices ranged from 13c to 16c per pound. Red spring salmon was higher by 2c per pound in some quarters, making the price 25c per pound. Salt mackerel in kits was about off the market. Flounders that were in the market during the week ranged larger in size, and prices were quoted higher at 10c per pound for this grade. Trout were very scarce and prices were firm. Oysters were also very scarce. Advice from the oyster sections of the Atlantic coast states that the tie-up is the most complete that has ever been experienced. Supplies of oysters in this market are accordingly very light. Prices held unchanged. Fairly good supplies of fish from the West are expected in the near future, provided the transportation problem is straightened out.

SMOKED FISH.		
Haddies, per lb., new cured....	0 14	0 15
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 15	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box.....	1 75	2 65
Digby herring, skinless, 10-lb...	....	2 25
Salmon snacks, 10-lb. boxes, lb.	....	0 22
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks.....	....	3 40
Acadia cod, 2-lb. blocks.....	....	4 50
Strip cod, lb.	....	0 12
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb....	....	0 11
Halifax shredded cod, 24s.....	....	2 20
Salt mackerel, kits 15 lbs.....	....	....
Labrador salt herring, barrels...	10 50	10 75
Do., half barrels	5 25	5 50
Herring, pickled, keg 100 lbs....	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	....	0 13
Do., red spring	....	0 23
Do., Cohoe	....	0 20
Haddock, headless and dressed, lb.	0 08	0 09
Herrings, frozen	0 05	0 06
Steak, cod, lb.	....	0 10
Haddock, market, lb.	0 09	0 10
Cod, market, heads on, lb.....	0 09	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	0 06	0 10
Tullibees, lb.	0 09½	0 10
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 16	0 17
Do., No. 2, lb.	0 09	0 10
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	0 05
Herring, Lake Erie, pan frozen.	0 08	0 090
Pike, lb.	0 09½	0 10
Whitefish, frozen	0 12	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	0 06	0 08
Yellow pickerel, frozen, lb.....	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	10 00	12 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Egg Market Depends On American Weather

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market firmed up last week unexpectedly, and the ruling price was $17.75 to $18. The run was very fair, and the quality pretty good. The outlook is for steady price as long as the run keeps up, but it is about time to drop off. Usually when the hog run stops, the market rises, but it is difficult to foresee anything just now. Eggs.—The market is still very firm, with a good demand. The egg market depends entirely on the weather, especially on American weather. If they have an early spring across the border it will be possible for dealers to bring in new laids. Then again, even though they have an early spring, the American Government may not permit eggs to be exported; so that the situation is very obscure. Butter.—Both dairy and creamery butter are firm. There has been a considerable advance in prices, fresh made creamery No. 1 cartons now bringing 48c and No. 2, 46c. Dairy has not advanced.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 33
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 38	0 39
Breakfast, select, lb.	0 42	0 44
Backs, regular	....	0 44
Backs, select	....	0 46
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 27
20s	....	5 30
Cases, 5s	....	17 05
Cases, 3s	....	17 10
Shortening—		
Tierces	....	0 24
Tubs, 50s, net	....	12 00
Pails, 20s, net	....	5 10
Fresh Eggs—		
No. 1 candled	....	0 43
Select	0 45	0 46
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 48
Fresh made creamery, No. 2..	....	0 46
Dairy, prints, No. 1 stock....	....	0 40
Dairy, regular run	0 34	0 36
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 28

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Jersey Farm Sausage

—the line that will measure up to your expectations in quick sales and satisfied customers.

Maciver Bros. Co., Keating St., Toronto

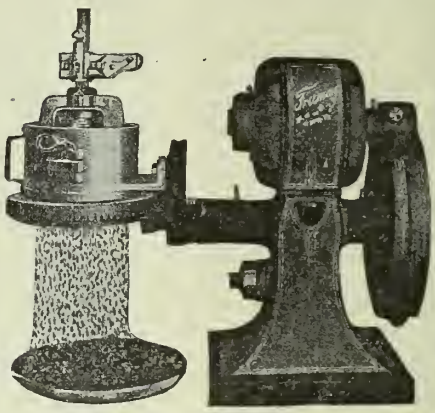
Mince Meat

Fresh Green Apples, the Best of Dried Fruits and you have the Best Mince Meat on the Market. In these days of high prices recommend it to your customers.

F. W. FEARMAN CO.
LIMITED
HAMILTON

WIN THE WAR BY SAVING EVERYTHING

How about your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her *Ground Bone* and she's got to lay 'em.

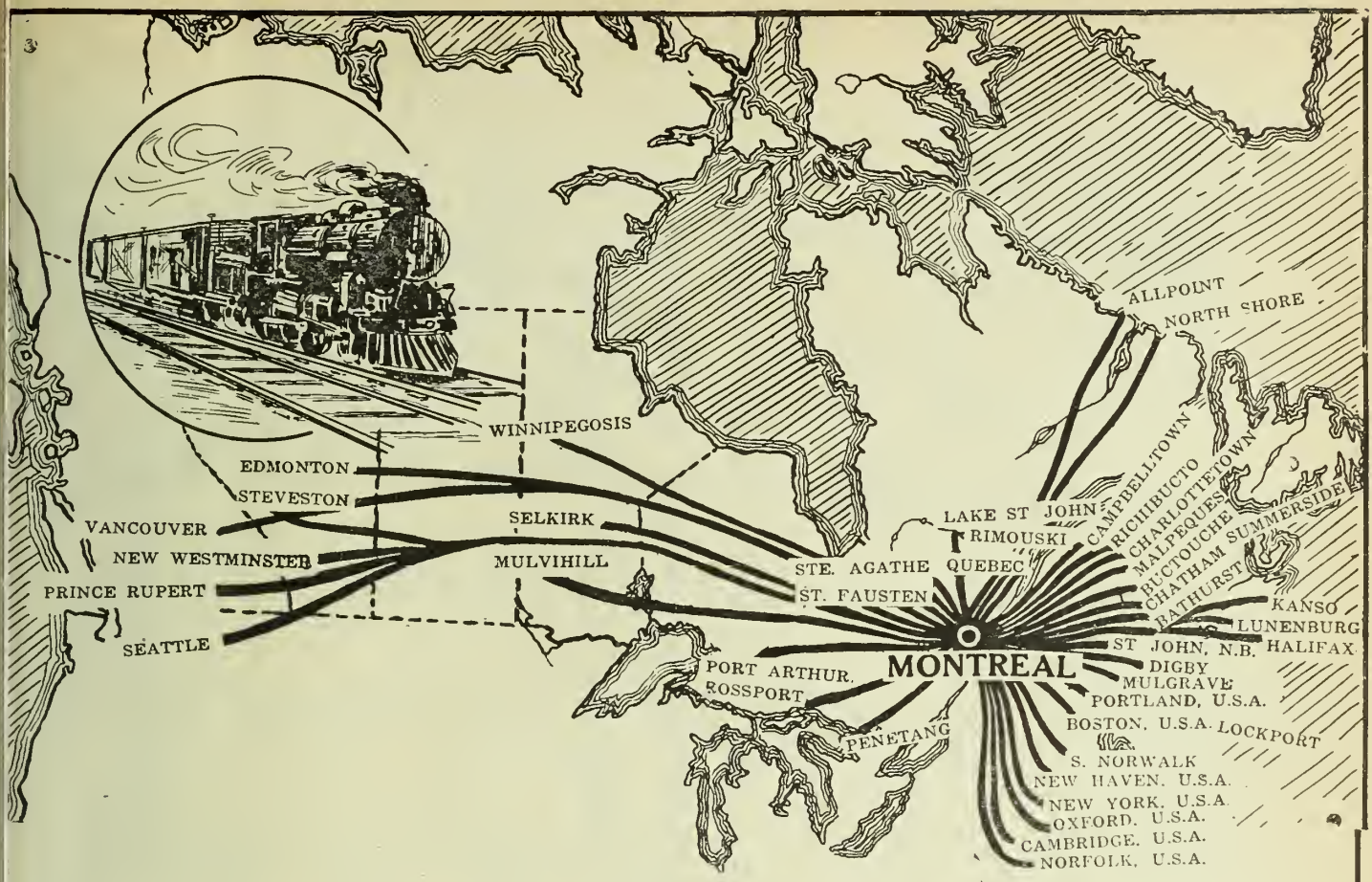
How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited
HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.



LENT STARTS NEXT WEDNESDAY, FEB. 13

Be ready to take advantage of the extra demand that will result by ordering a good supply right now. We suggest a few lines, such as:

Medium White Halibut in cases of 300 lb. each, at 21c a lb. Headless and Dressed Fall Salmon in cases of 200 lb. each, at 14½c a lb. Silver Salmon, round, in cases of 250 lb. each, at 18c lb. Headless and Dressed Cohoe Salmon in cases of 200 lb. each, at 19c a lb.

Extra large Smelts in boxes of 25 lb each, at 24c a lb. Medium size, No. 1, at 18c a lb.

We carry all lines in smoked, salted and preserved lines as well. Send for our list or mail your order direct. We guarantee satisfaction.

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We here in Canada can materially assist the cause our boys are fighting for by doing our utmost to conserve the nation's meat supplies.

And this meat abstention is a pleasant duty rather than a hardship when we substitute the delicious sea foods put up under the well-known

Brunswick Brand

Get your customers acquainted with these appetizing and wholesome sea foods. Get them to try out Brunswick Brand and your stock will quickly need replenishing. You will thus be building up a bigger business and at the same time doing a great deal towards the success of food conservation.

Here's the Brunswick Brand list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

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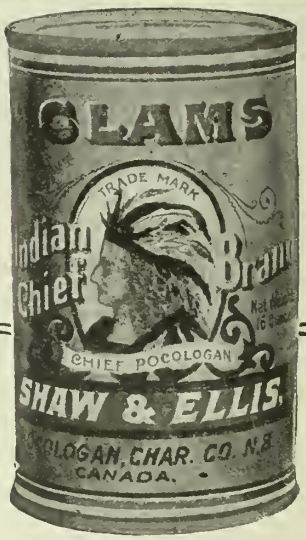
IT will pay you, as a distributor of food products, to specially recommend to your customers those goods which will give them the most food value for the money they spend.

No other product on the market will do such ample justice to your recommendation as Bowes Peanut Butter.

PUSH IT—PROFIT BY IT.



Every customer will like Indian Chief Brand Clams

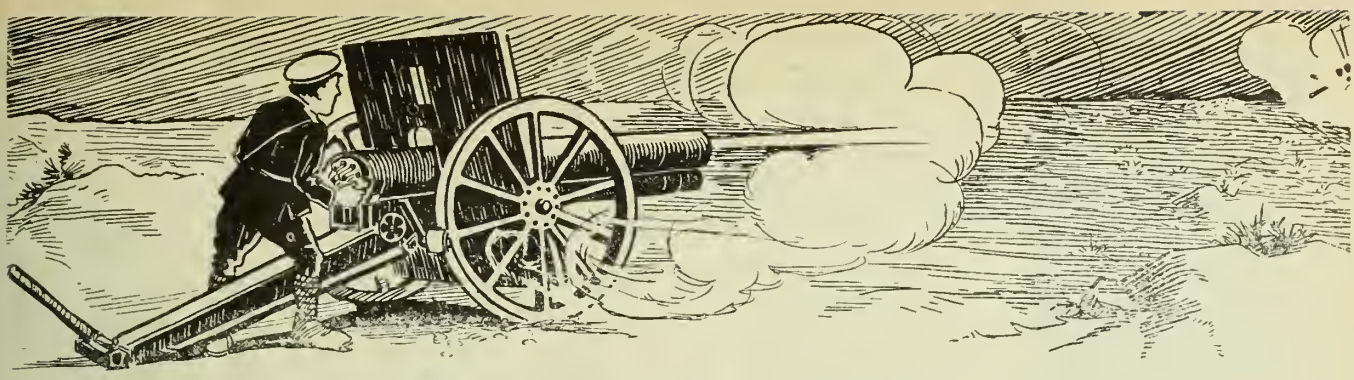
The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.



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(with a Good Mixture of Salmon)

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Producers Prices

Case Lots, 300 pounds	-	14 cents
100 pound lots	- - -	14½ "
Smaller lots	- - -	15 "

Order now before they go. Lenten demand will stiffen prices. Everybody is eating fish. Try us for all kinds.

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Not the Biggest but the Best

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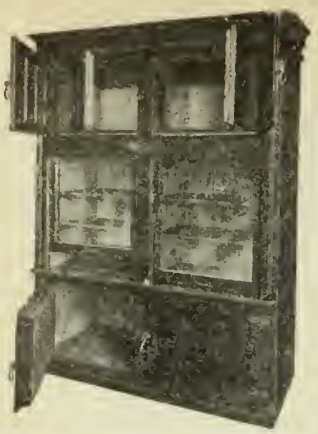
If any advertisement interests you, tear it out now and place with letters to be answered



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Every time you sell a pound of sugar you perform practically a free service. Moreover, we are all urged to save sugar.

LET SUN-MAID RAISINS SUPPLY SUFAR

Every time you sell a package of Sun-Maid Raisins you make a good profit, and perform a real service. Because the sugar in raisins takes the place of white sugar. Tell your women patrons to cook raisins with plain foods; with rice, breakfast foods, corn bread and other war-time dishes. Let raisins take the place of sugar—they increase food value and add flavor.

OUR ADVERTISING HELPS YOU SELL

Look at the powerful Sun-Maid advertisements in national magazines. All these ads are written to help you sell more raisins. Our interests are the same: We want to sell raisins and so do you.

VICTORY PENNY-BUNS

These delicious, war-time dainties are being made by bakers everywhere. If you handle bread, be sure to have your baker keep you supplied with Victory Penny-Buns, the war-time treat. A mere suggestion sells them.

California Associated Raisin Co.
Membership 8,000 Growers
FRESNO, CAL.

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King

EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W. MONTREAL

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing hut the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, hut cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, hut everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

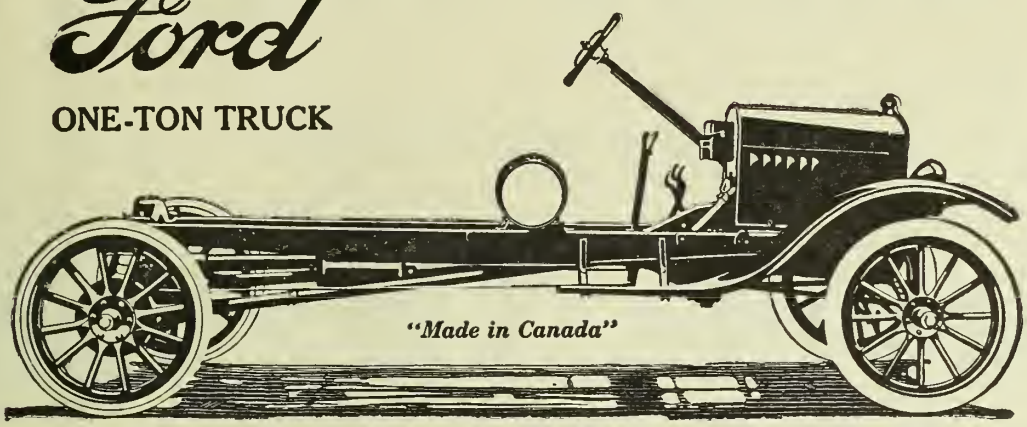
Delicious without milk—relieves fatigue and tired nerves.

If any advertisement interests you, tear it out now and place with letters to be answered

For Ton Trucking Purposes

Ford

ONE-TON TRUCK



BUSINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

$750

F. O. B.

FORD, ONT.

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

Supplied as chassis only

The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered

WAGSTAFFE'S

CELEBRATED

Seville Orange Marmalade

NEW SEASON, 1918.

Now Ready for Delivery.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

The Very Last Word In Scales

—of course it's a Dayton!

We gave the world the first successful beam scale of the price-indicating type.

Since that time we have continuously advanced and improved our models. To-day we assert, with confidence, that the Dayton Automatic Weight and Price Registering Scale here illustrated is the last word in modern scale efficiency.

No merchant who has experienced the comfort and satisfaction of having one of these scales upon his counter would be without it.

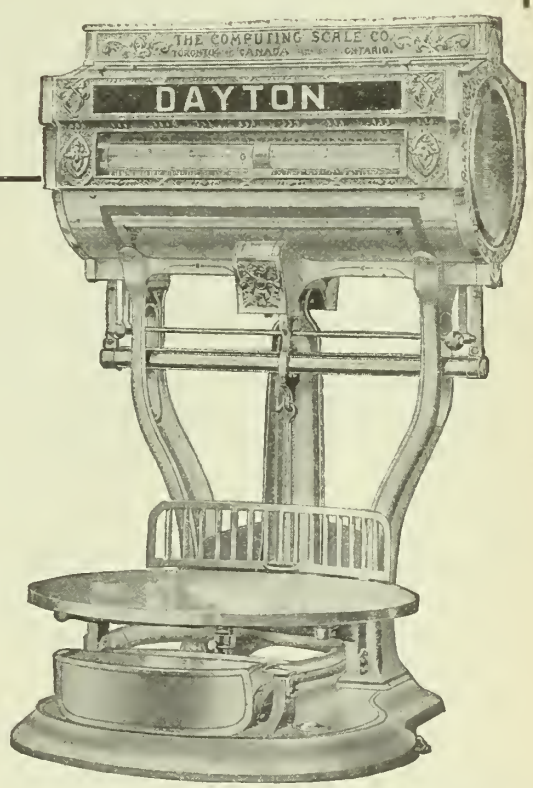
The automatic registering of weight and price absolutely prevents all disputes. It insures complete satisfaction to the customer and gives a square deal to the merchant.

By merely placing the goods upon the platform, the correct weight and value, including fractions of a cent, are instantly shown.

From three to twelve months is all the time a Dayton Automatic Scale needs to pay for itself in your store. After that it's a perpetual money-maker. We know that because our customers tell us so.

If it wasn't so, we could not have sold over four hundred and seventy-five thousand Dayton Automatic Scales.

If you haven't a Dayton on your counter you can't be sure of getting **all** your profit. Remember, mistakes in weight come out of your profits—nowhere else!



War-time efficiency demands the use of a Dayton Automatic Scale in your store. Let us send you particulars to-day.

With this scale you see the correct weight and value —your customer sees the correct weight. All at a glance!

DAYTON COMPUTING SCALES

Royce and Campbell Avenues,
TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

The International Business Machines Co. Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying

IMPERIAL Maple Cream Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Roht. Gillespie Co., Winnipeg.

Some Grocers Are Selling Large Quantities of

POPULAIRE'S EGG POWDER

You Can Do The Same

Good Profits—Ready Sales

WRITE FOR PRICES

Imperial Co., Reg'd

645 St. Valier St. Quebec, P.Q.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35

W. CLARK, LIMITED

MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn—½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90;

When you say "Gold Dust," does anyone ever ask, What is it?

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

The Factory Behind Our Trade-Mark

From a humble beginning 59 years ago in a small shop, about 12 ft. by 18 ft., we have yearly increased our capacity and manufacturing facilities to the magnificent modern, white tile and terra cotta building shown above—the largest factory of its kind in Canada or America.

It's worth something to you to be able to offer your customers soda biscuits manufactured in this bright, clean, scientifically-ventilated factory that is praised by pure food experts from all parts of the continent.

McCormick's

JERSEY CREAM **Sodas**

The McCormick Manufacturing Co., Limited

General Offices and Factory: London, Canada

Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

Makers also of McCormick's Fancy Biscuits.

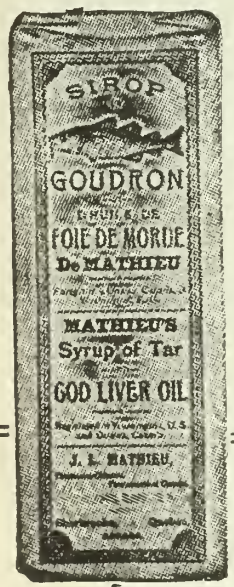
Marsh's Grape Juice

Asked for by particular people everywhere. Are you selling it?

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario Agents

Rose & Laflamme, Ltd.
Montreal, Que.



Customer Makers

The dependability, the guaranteed goodness of Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" have made them good sellers and profit makers wherever shown. Try a little display today and you'll find them all we claim and more.

J. L. Mathieu Co.
Proprietors
Sherbrooke - Quebec

Quality plus Pre-war Prices

That's the matchless selling combination we offer you in

HOLBROOKS IMPORTED Worcestershire Sauce

There's customer satisfaction in every bottle you sell.

Here are some more excellent quick sellers—Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powder — every one of first class quality.

ROSE'S LIME JUICE

should be on every dealer's counter.

A favorite 50 years ago it is still unsurpassed as a matchless Non-alcoholic Drink.

Try a display of Rose's Lime Juice to-day. Tell your customers about it. Get them acquainted with its splendid good qualities and you'll win many repeats.

HOLBROOKS, LTD.
DOMINION AGENTS
Toronto & Vancouver

Lent Starts Feb. 13th

While Lent this year will not make so much difference in the sale of fish, there are some who use it entirely as a meat food through this period. The high price of meat and eggs have convinced the public of the genuine saving by using *more fish.* Consequently sales have been very heavy all winter. We have complete stocks of

Qualla Salmon, Halibut, Whitefish, Frozen Lake Herrings, Sea Herrings, Smelts, Flounders, Pike, Pickerel, Tulibees, Haddock and Cod.

Smoked Ciscoes, Haddies, Fillets. **Special Car Shrimps in tins.**

Pickled, Fresh Water Herrings and Labrador Herrings.

YOUR ORDERS PROMPTLY EXECUTED.

WHITE & CO., LIMITED

Wholesale Fish Dealers

Fish Phone: Main 6567 **Front and Church Sts., TORONTO**

California Navels

and

Florida Oranges

Arriving regular. Finest quality and good sizes.

Also

California Celery

Extra Fancy

Grape Fruit

Fresh Car Extra Fancy

King Apples

Send us your orders and receive prompt attention

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

APPLES

With high-priced Oranges this spring Apples will be heavy sellers.

REMEMBER

You can draw on us for a bountiful supply of good varieties.

Fine Northwestern Fruit in Boxes

Every Apple Extra Fancy and wrapped to protect from dirt or disease. Finest Eating Quality.

All the Best Kinds of Apples

from Michigan, Nova Scotia and Ontario. Fancy Kings, Starks, Baldwins and other varieties.

CALIFORNIA ORANGES

will run large sizes, mostly 100's and 126's.

FLORIDA PINEAPPLE ORANGES

Beautiful, juicy, high-colored fruit. DESIRABLE SIZES.

CALIFORNIA CELERY

We have car Extra Fancy. Best Sizes. Now Rolling.

Everything in Fruit and Vegetables.

Send Us Your Orders.

DUNCANS, LIMITED

North Bay, Sudbury, Cobalt, Timmins

If any advertisement interests you, tear it out now and place with letters to be answered

Get stocked now with

MacKay's Pearl Barley Flour

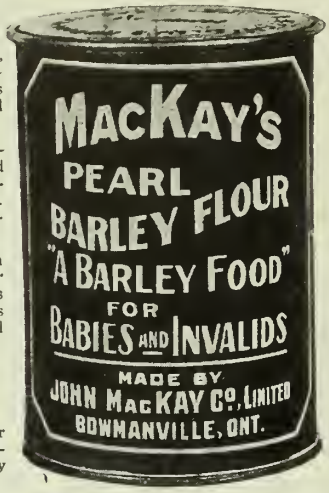
This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay.

If your wholesaler hasn't got MacKay's, write to-day to



Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)

Apply: STANDARD IMPORTS, LIMITED, Montreal

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

GENERAL STORE BUSINESS FOR SALE AS a going concern carrying a stock of $25,000, and doing a good business, situated in a thriving village in Western Ontario; good brick building also for sale, or to rent; best reasons for selling; owner will leave $10,000 in the business at 6% interest. Apply, Box 276, Canadian Grocer.

GROCERY BUSINESS, TORONTO, FIVE thousand dollars, doing fifty thousand yearly; established 20 years. Genuine paying business. Apply, Box 275, Canadian Grocer.

FIRST CLASS GROCERY BUSINESS FOR sale. Also two stores, four floors, suitable for use as stores or as manufacturing or wholesale plant in estate of late R. T. Craig, Truro, Nova Scotia. Apply to Bertha K. Craig, Box 326, Truro, N.S.

FOR SALE—ESTABLISHED GROCERY BUSIness of over forty years' standing, in good live town, population eight thousand; railway divisional point; annual turnover fifty thousand dollars; stock and fixtures seven thousand dollars; good opening for right man. Apply Box 279, Canadian Grocer, Toronto.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED — BUTCHER, MUST BE GOOD counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

POSITION WANTED

THOROUGHLY EXPERIENCED GROCERY man, married, ten years retail trade, desires travelling position. Apply Box 277, Canadian Grocer.

LINES WANTED

GROCERY TRAVELLER, WORKING EVERY store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

FIXTURES WANTED

WANTED — A USED DISPLAY REFRIGERAtor for meats—must be up-to-date and a bargain. J. A. Mulligan, Wardsville, Ont.

AGENCIES WANTED

ON ACCOUNT OF PROHIBITION COMING into force on the 1st May I have had to relinquish several good liquor agencies, and am now open for some new agencies. Anything to sell the Wholesale Provision Merchants and Wholesale and Retail Grocers. Albert Dunn, 17 Sault-au-Matelot Street, Quebec.

WANTED AT ONCE, BY TRAVELLER WITH good connection, covering Maritime Provinces; one who can give results. Agencies on commission with reliable concerns. Box 278. Canadian Grocer, Toronto.

FIXTURES FOR SALE

GREAT BARGAIN—LATEST MODEL CASH registers for sale; perfect order; machines worth $750 to $900. Machines can be seen at Loblaw's Stores, Ltd., 895 Queen St. East, Toronto.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

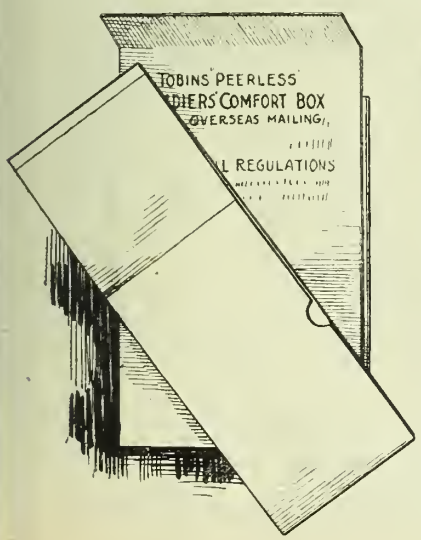
GOODS FOR SALE

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

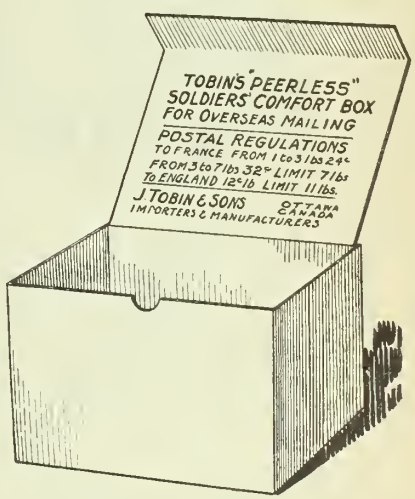
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.


TOBINS PEERLESS"
SOLDIERS COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c lb LIMIT 11 lbs.
J TOBIN & SONS OTTAWA CANADA
IMPORTERS & MANUFACTURERS

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, OLEOMARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

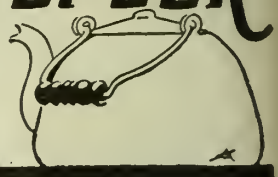
WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

VOL-PEEK

WILL STOP THE LEAK



People In Your Town Have Leaky Kettles

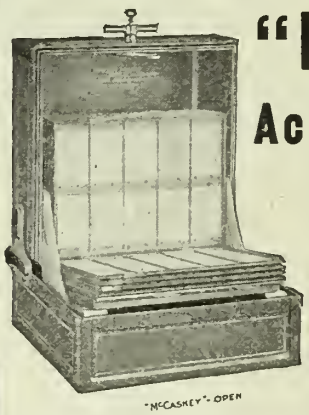
They'll buy "VOL-PEEK" on sight because it makes a $1 leaky kettle as water-tight as new.

It is like a stiff putty, easily applied with the fingers; hardens in two minutes.

Comes in attractive display stands which will attract the attention of your customers. Sells quickly and gives you a good profit. From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024 MONTREAL

15 cents



"McCASKEY" Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems Limited
245 Carlaw Ave., - Toronto

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

KING GEORGE'S NAVY

CHEWING TOBACCO

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews."

That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King George's Navy, of course?

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

War Flour Good Flour

By CARO M. BROWN

Chemist – Lake of the Woods Milling Company, Limited

IN THE interest of Food Conservation, it has been proved most economical to insist upon a standard loaf of bread from all bake-shops, and this is only possible when a Standard Flour is manufactured. In order to effect this standardization of flour all over Canada, the Government requires that the mills make not less than 74 per cent. flour from wheat, that is, 74 pounds of War Flour is to be made from 100 pounds of wheat. This is only very slightly more than most mills are already extracting.

Not "Graham" Flour

The slight increase of flour extracted is **true** flour, and not Bran or Shorts. Formerly this slight amount of flour had been allowed to go into the feeds for animal consumption, but when every grain of wheat counts as it does now, this is too extravagant a practice. There need be no apprehension as to the quality of Government Regulation flour. It is NOT "Graham," nor even so-called "Whole-wheat" flour, and it is NOT flour mixed with Bran or Shorts. It is simply pure flour as taken from the wheat berry, purified and sifted exactly as in the past; but, instead of several grades, such as FIVE ROSES, HARVEST QUEEN, LAKE-WOODS, etc., being separated, all the flour is now blended together and only one brand will be on the market.

Colour More Creamy

The War Flour has not quite the white colour of FIVE ROSES, but for all practical uses it will give identical results in baking. Flavour, texture, general appearance and nutritive value will not be impaired in any way.

Good Baking Results

Foreseeing that some regulation of this sort was imminent, we have been trying out in our laboratory recipes for Bread, Cakes and Pastry, using the new "War Flour," our idea being to ascertain if a modification of present methods should be adopted. There need be no fear that the new flour will make unsatisfactory bread, cake or pastry. We were more than pleased with the results, and found that for bread no variation seemed necessary.

Suggestions for Your Customers

In making pie crust and puff paste, we have obtained the best results by using slightly less water than with FIVE ROSES. The crust was flaky, crisp and well-flavored. For cake, we followed exactly the same recipe in using FIVE ROSES and the War Flour; the cake from the War Flour was equal to that from FIVE ROSES in lightness and texture, was excellent in flavour and of a rich, creamy colour.

The War Flour being rich in gluten, care should be taken in making baking-powder biscuit and pastry not to work or handle it any more than is absolutely necessary, as this toughens the gluten, resulting in a texture less tender and flaky.

LAKE OF THE WOODS MILLING COMPANY LIMITED

MONTREAL — *Makers of FIVE ROSES Flour* — *WINNIPEG*

FIVE ROSES IN KHAKI—To conserve wheat, so essential to the Allied Cause, your favorite brand is now being milled according to Government Regulation. But the name "FIVE ROSES" which, for over a quarter century, has been a positive assurance of quality, is still your protection. Users of "FIVE ROSES Government Grade" Flour are assured of the best available flour under all conditions. Fortunate possessors of the famous FIVE ROSES Cook Book can bake with the new FIVE ROSES with practically no change in their present receipes and in the certainty of excellent baking results.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, FEBRUARY 15th, 1918 No. 7

WAR BREAD

will be delicious when spread with

CROWN BRAND CORN PURE SYRUP

Connect the two in your customers' minds, by recommending "CROWN BRAND" with every pound of War Flour.

"CROWN BRAND" Syrup is made from corn —not wheat or sugar cane. So you will be carrying out the recommendation of the Food Controller in two ways—to save both wheat and sugar—when you sell War Flour and "CROWN BRAND" Corn Syrup.

Order at once and avoid delay in shipment, owing to railroad conditions.

THE CANADA STARCH CO., LIMITED

MONTREAL CARDINAL BRANTFORD FORT WILLIAM

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circu lations. Copy of report will be sent on request to anyone interested.

A LITTLE COMPETITION
WILL DO WONDERS

SOMETIMES the store seems to strike a dull period. Things don't go right somehow. You and your clerks don't feel like doing any more than you have to.

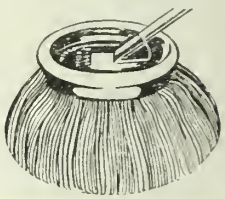
Here is a suggestion that will help your business during such a "slack" time.

Let your different clerks, in turn, take hold of the reins and manage the store. Let them dress the windows, fix up the show-cases, arrange the floor and counter displays—in a way they think will bring in the most business. Let each man have charge for a week and compare results. This competitive plan will stimulate both you and your clerks. It will put "life" and efficiency into the business.

Let us give one little tip that will help out everybody. Keep O-Cedar Polish right near your cash register. You'll sell a lot of it, if you say to your customer, "A bottle of O-Cedar to-day?" when making the change from other purchases. You will be surprised how many extra O-Cedar sales you'll make, by the mere suggestion.

O-Cedar Polish

For greater interest in your displays, ask your jobber's salesman to show you the Special Assortments of O-Cedar Products, whereby you can obtain an attractive sales-producing O-Cedar Display Stand for your counter or floor.



Channell Chemical Company, Limited
369 SORAUREN AVENUE, TORONTO

PROHIBITION
BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED
1 Wharf Road - - - - LONDON, N., Eng.
Cable Address: CHECKMATE, LONDON

Make every day a Borden day in your store

The Original and Leading Brand since 1857.

The demand for Borden's is not limited to any particular day or confined to any particular season.

Every day everywhere people are buying BORDEN MILK PRODUCTS and grocers are benefiting accordingly.

A daily Borden display means big sales—repeat sales—customer satisfaction and a good, wide profit margin.

Remind your customers that you sell and recommend Borden's—the milk products of unbeatable quality.

Keep your stock out in front.
If it needs replenishing call up your wholesaler.

Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

For Breakfast

JUST the thing everybody wants at this time of the year. It adds the finishing touch to any breakfast table.

YOUR customers are well acquainted with the choice quality and delicious flavor of Aylmer Orange Marmalade. A reminder is all they need.

Stock Up Now

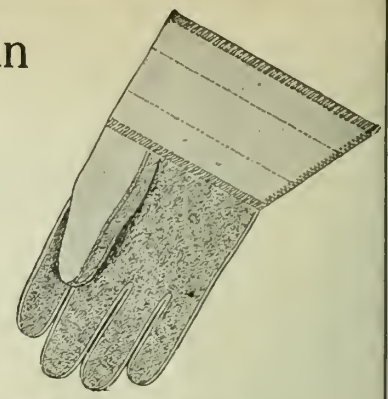
IT will pay you to get a reasonably large stock of Aylmer Orange Marmalade on hand. The supply is not unlimited, so the tip is—buy now.

KEEP a few jars of Aylmer Orange Marmalade on your counter or in a prominent position on your shelves. These "silent salesmen" will pay their way handsomely.

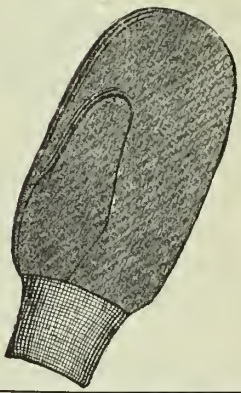
Dominion Canners, Ltd.
HAMILTON, ONTARIO

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Sign the Coupon!

That's our message to you this week, Mr. Grocer. Sign, clip and mail the coupon below and get connected with the

CHECKERBOARD CALF CLUB

and the big money to be made by selling

Purina Calf Chow

for which the club is creating a constantly growing demand.

Aggressive consumer advertising and attractive store helps will boost your sales of Purina Calf Chow. Connect now. Send the coupon.

The Chisholm Milling Co., Limited
Toronto

Send me full particulars of the Checkerboard Calf Club and your free store advertising material.
Name .....

If any advertisement interests you, tear it out now and place with letters to be answered

CLARK'S PORK AND BEANS

ALL THE FOOD CONTROLLERS TELL US

FOOD ECONOMY

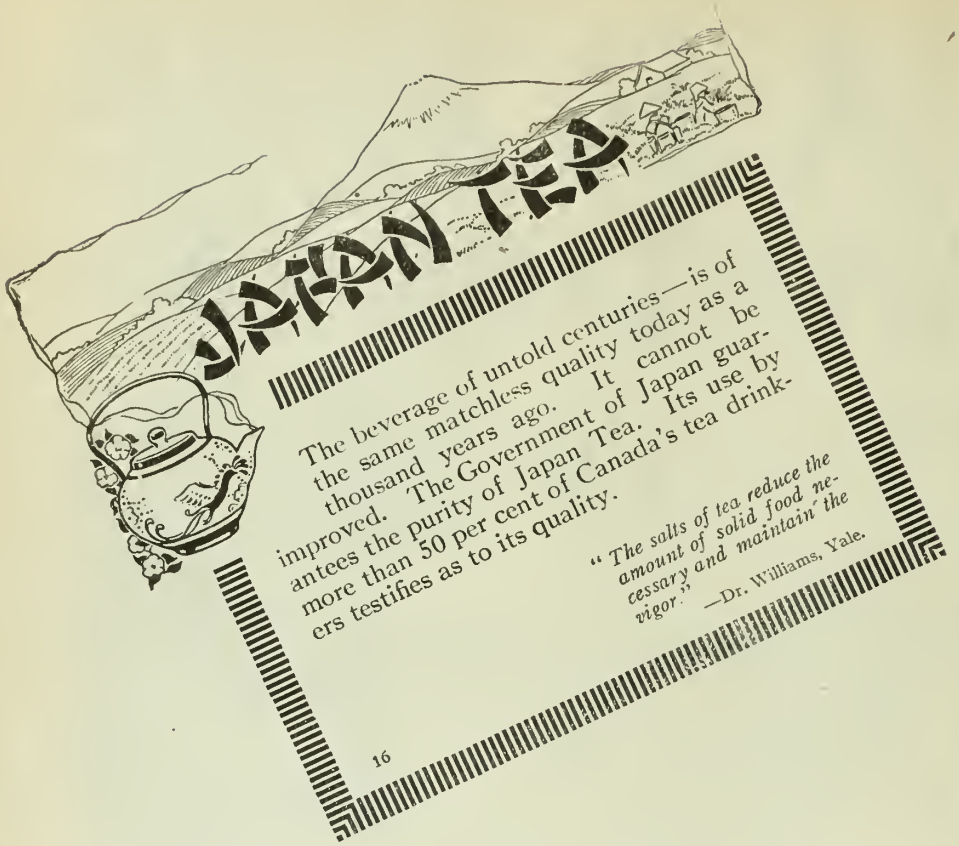
will help

WIN THE WAR

You, Mr. Grocer, and your customers know the appetizing and nutritive quality of Clark's Pork and Beans. A meal of Clark's means both SATISFACTION and ECONOMY.

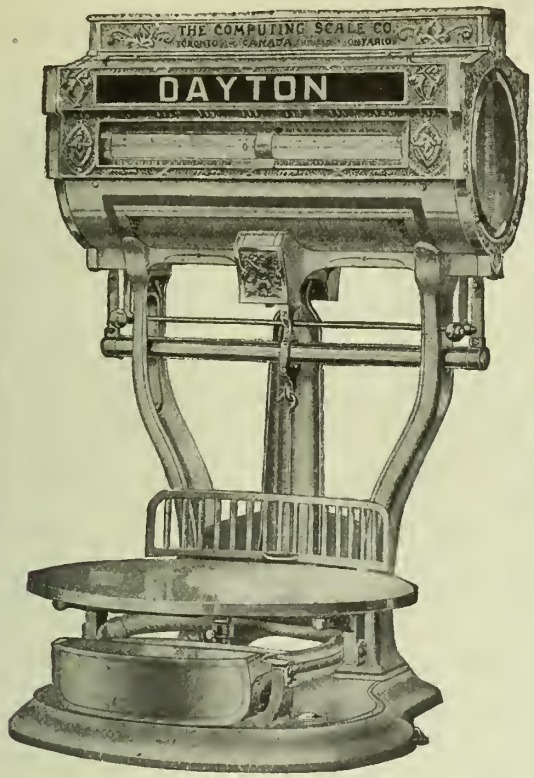
W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered


JAPAN TEA
The beverage of untold centuries—is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by more than 50 per cent of Canada's tea drinkers testifies as to its quality.
"The salts of tea reduce the amount of solid food necessary and maintain the vigor." —Dr. Williams, Yale.
16

EVERY day you let pass without featuring the delicious and popular Japan Tea you are losing your share of the demand that its own good qualities and our consumer advertising is creating and maintaining. Right now in your own community there are people who are ready to buy Japan Tea and who will continue to buy it once they taste its unusual goodness; its sweet, natural, full-flavored deliciousness.

And you'll find the profit worth while.



—more than 475,000 in use.

—the world's standard Automatic Weight and Price Scale.

—Indispensable to up-to-date

Grocers
Butchers
Confectioners
Bakers
General Stores

Indispensable

That's the only word

to describe the Dayton Automatic Scale. It furnishes the perfect weighing system for every kind of business.

It saves time and labor.

It shows accurate weight and price, and satisfies both merchant and customer.

It not only does all these things accurately; it does them automatically. Consequently it eliminates mistakes.

It prevents customer's loss from under-weight and prevents merchant's loss from over-weight.

Our customers tell us that the Dayton Automatic Scale pays for itself in from three to twelve months. It costs nothing to own a Dayton—the only cost is being without it. THAT is very expensive!

Dayton Automatic Scales are sold for cash or on very easy terms. Liberal allowances are made for old scales.

If you haven't a Dayton Automatic Scale on your counter it will pay you to write to-day for full particulars.

DAYTON COMPUTING SCALES

Royce and Campbell Avenues, TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

We Are Losing The War!

OUR war aims have fallen from their original elevation. You may say they were too high at the beginning—when first formulated. Perhaps they were, but the real reason for their toning down, as Colonel John Bayne Maclean sees it, is because we have lost many things to Germany which can never be recovered—and lost them by the bungling of incompetent Cabinet Ministers. He instances the failure to make contraband cotton in 1914, when, had this war material been made contraband, the war might have ended in the year in which it was begun. He instances the Dardanelles fiasco which almost drove Australia out of the war. Colonel Maclean shows how Russia might have been saved as an aggressive ally, and how Bulgaria might have been made an ally at the cost of a million dollars. It is startling material which Colonel Maclean provides, and will cause world-wide discussion. We are losing the war, he affirms, but he does not say we have lost it. How it can be won he tells also. Read what he has written in

MacLean's Magazine

for FEBRUARY

In this issue are short and long stories by Alan Sullivan, E. Phillips Oppenheim, Archie P. McKishnie and Ethel Watts Mumford. There is a war poem by Alfred Gordon. The special Business articles which are a feature of every issue of MACLEAN'S MAGAZINE, and the department of Women and their Work, are present.

The Review of Reviews Department contains satisfying presentations of literary and descriptive articles taken from the leading magazines of the world. The story of Hon. Henri Beland, Canadian prisoner of war in Belgium, is told in this number of MACLEAN'S MAGAZINE. There are biographical sketches of Thomas Findley, President of Massey-Harris Company, and of George J. Desbarats, C.M.G., who has done so much for Canada's development of her Naval service.

On Sale at all News Dealers - 20 Cents

The Excellence of "CURLING" BRAND Seville Orange MARMALADE

is such that customers who buy it once invariably come back for further supplies.

A big favorite everywhere, Curling Brand is going to be in still greater demand this season. Seville Oranges are scarce and Seville Orange Marmalade will be hard to obtain. But from the ample supply of "Sevilles" which we fortunately have on hand we can supply the trade with real Seville Marmalade — "Curling" Brand—the best obtainable.

You cannot show a better or a more saleable line than "Curling" Brand. Stock it now and show it constantly on your shelves and in your window trims.

St. Williams Fruit Preservers, Limited

ST. WILLIAMS, ONTARIO

Distributors:

MACLURE & LANGLEY, LIMITED

Toronto Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage **Distributing** **Forwarding**

This Space is Yours
For $2.50
On Yearly Order

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

Let us connect you with the Western Markets

Our organization with its well established prestige and its live-wire salesmen is the one thing needful to get you "in good" with the western buyers.
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!
May we send you full particulars?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are Pioneers of Business Expansion

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE
GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackage Storage Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.
WINNIPEG
Head Office
Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

Beans

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

TO Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

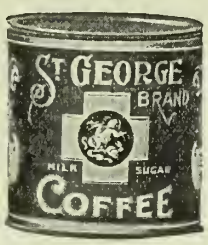
G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63



Made-in-Canada by the All-Canadian Condensed Milk Company

Malcolm's
—*the popular All-Canadian Condensed Milk Products*

For deliciousness and satisfaction-giving these All-Canadian Condensed Milk Products are not excelled anywhere.

Dealers selling the Malcolm lines will vouch for their quick-selling, customer-pleasing qualities.

You also will find them everything to be desired. Just show them in your displays and recommend them to the housewife.

Thus you will help build up Canadian industry and increase your own business at the same time.

THE MALCOLM CONDENSING CO., LIMITED
The All-Canadian Condensed Milk Company
ST. GEORGE, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] Hamilton

We offer specials in Brooms and Peanut Butter.

We recommend buying of Spices, Baking Powder, Extracts, Teas. Prices must go higher.

Bristol, Somerville & Co., Hamilton

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

Raisins for War-Time

Our constant advertising is convincing thousands that plain foods of war-time need raisins for flavor and sweetening. Urge your customers to have plenty of Sun-Maid Raisins in the kitchen. Keep Sun-Maid Raisins displayed. Cash in on our advertising.

VICTORY PENNY-BUNS

Help make your store popular by selling these 1-cent war-time treats. Get your share of this business. Any wholesaler baker can supply you.

California Associated Raisin Co.

Membership 8,000 Growers

FRESNO, CAL.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Son, Limited St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta. — MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

THE quality that has made Furnivall's Jam a national favorite is obtained by using only selected, sun-ripened fruits and pure Cane Sugar and manufacturing under the most up-to-date sanitary conditions. Do you know what a seller Furnivall's is?

FURNIVALL-NEW, Limited

Hamilton, Canada

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

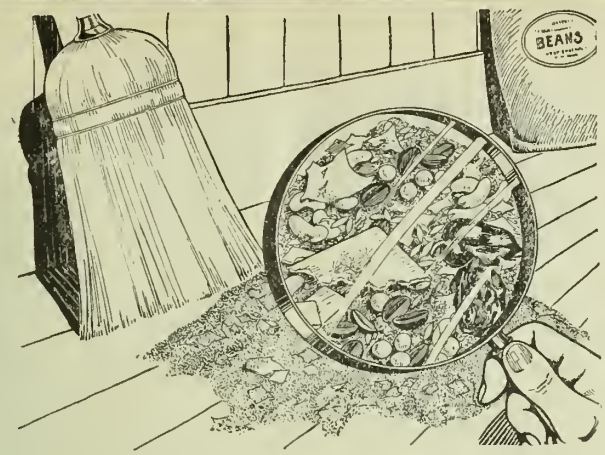
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.



Why Sweep out Your Profits?

A grocer's lost profits, due to storing goods in distant boxes, barrels and bags, and old-fashioned counters, will, if saved, pay him a generous dividend—they will help win the war.

It is certain that good profits are lost in waste sweepings, and you don't need a magnifying glass to see them! Why not save those profits you lose? A Sherer counter will do it!

In these war times a

SHERER COUNTER

becomes an ally of the Government. If you think that is too strong a statement, ask any grocer who owns one—he will tell you it's true.

The one biggest preventer of waste and maker of profits a grocer can buy is an up-to-date Sherer counter. We can prove this and all that we say! A "Sherer" quickly pays for itself!

Ask for Booklet AC, which gives the details.

SHERER-GILLETT COMPANY, LIMITED

Patentees and Manufacturers

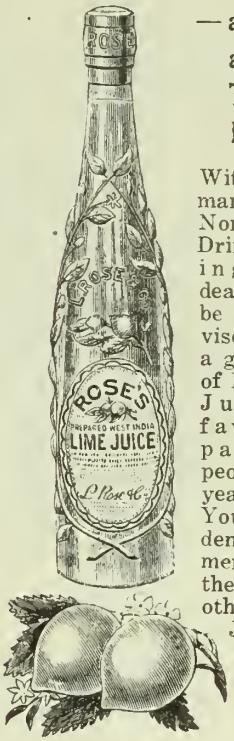
Guelph, Ontario

PATENTED

YOUR WANTS

are many here below. Use CANADIAN GROCER want ad. page and get rid of a few of them.

Rose's Lime Juice



—a delicious and popular Temperance Drink

With the demand for good, Non-alcoholic Drinks growing steadily, dealers would be well advised to show a good display of Rose's Lime Juice — the favorite of particular people for 50 years.

You can confidently recommend Rose's—there is no other Lime Juice nearly so good.

Holbrook's

Imported

Worcestershire Sauce

will keep your customers coming back. Its delicious different piquancy makes it a general favorite. And it's still offered at pre-war prices.

We also supply excellent brands of the following: Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powder.

Get stocked now.

Holbrooks, Ltd.

Dominion Representatives

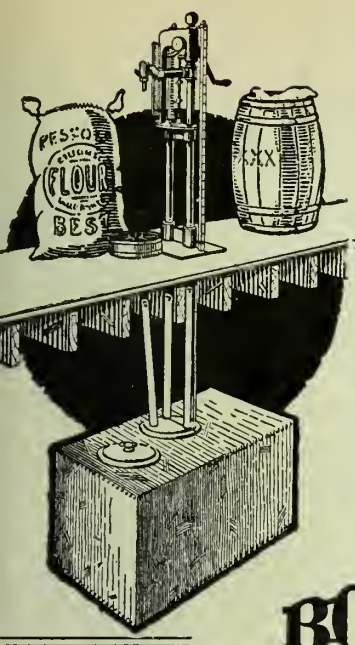
Toronto and Vancouver

¶ The picture above shows supplies being delivered at St. Andrew's Church, Halifax. Immediately after the explosion occurred this church was made the central warehouse for supplying the various relief stations established throughout the city.

¶ The trucks are two of those so generously donated at that time by the State of Massachusetts.

¶ Because of its economic food value, no article of food was in greater demand at the various relief stations than Quaker Oats.

THE QUAKER OATS COMPANY
PETERBOROUGH LONDON SASKATOON
CANADA



No More— Oil Fumes

The ofttimes serious damage to food supplies by oil fumes is the result of the improper storage of oil. Fumes, on account of their ready mixture with air, are carried throughout the store, where all foods capable of absorption and contamination are rendered useless.

BOWSER ESTABLISHED 1885

OIL STORAGE SYSTEMS

keep oil fumes (which are really the strength and body of oil) where they belong—with the oil—and prevent all other waste, such as spilling, dripping, over-measure, etc.

Every merchant handling oil should have a Bowser—it is a money-saver and profit-maker.

Write for literature—Now

S. F. Bowser & Co., Inc. TORONTO ONTARIO

Sales Offices in All Centres Representatives Everywhere

For Overseas or For Family Use

recommend

Ever-Ready Cocoa

"Dandee" Brand

Here is a delightfully delicious and highly nourishing cocoa requiring neither sugar nor milk, preparable in an instant merely by the addition of boiling water.

Just ideal for family use or for the boys overseas.

Draw your customers' attention to the great merits of Ever-Ready Cocoa.

Manufactured and Guaranteed by

Litster Pure Food Co., Ltd.
TORONTO

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.

Church and Dwight
LIMITED
Manufacturers
MONTREAL

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

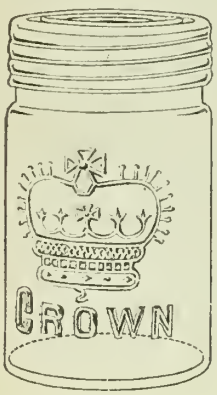
MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

If any advertisement interests you, tear it out now and place with letters to be answered

Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.

Made in Canada

CENTURY
SALT
TRADE MARK
—a salt that's easy to sell
—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.
Be sure your stock is well displayed.
THE DOMINION SALT Co LIMITED
SARNIA. ONT.

Your Customers Want Suggestions

as to how to economize—offer them

POPULAIRE'S EGG POWDER

A package at 10c takes the place of a dozen eggs for cakes, puddings and all cooking purposes. Besides being cheaper than eggs, it is easier to handle and will not go bad. Good profit, too.

Imperial Co., Reg'd

645 St. Valier St. Quebec, P.Q.

WHAT FEATURE COULD CONTRIBUTE MOST THOROUGHLY

to the successful marketing of your product (after the quality of the product itself) than the sales-creating power of an attractive label, letterhead, poster, street car sign, folding box or carton? And remember, we place at your disposal in this regard the genius of the best artists and the skill of the most accomplished craftsmen. Furthermore, we believe our prices will convince you that our proposition is a paying investment—not an expense. Ask us to quote you on any such lines you require.

The Standard Lithographic Co.
of Canada, Limited
Head Office: Toronto, Canada

Say You Saw It

in

Canadian Grocer

We manufacture the highest grade

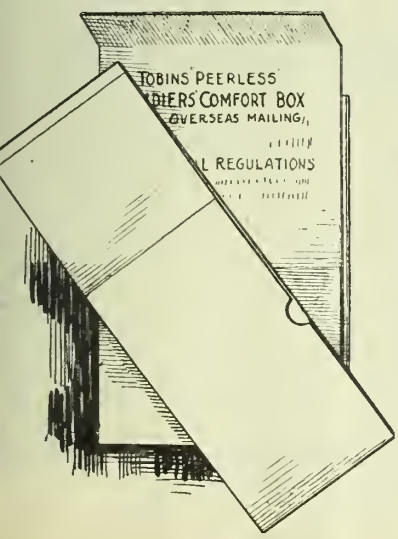
CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

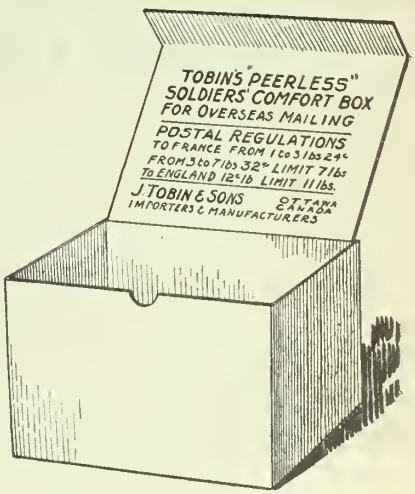
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.



COX'S

the people's favorite

That Cox's Instant Powdered Gelatine possesses the confidence and the appreciation of the public may be judged from the increasing sales which it is constantly producing. This popularity is due to the purity and delicate flavor which is a marked characteristic of Cox's. Good grocers everywhere sell Cox's Instant Powdered Gelatine and find it worth featuring. So will you.

BRITISH MADE

Arthur P. Tippet & Co., Montreal

WINNIPEG—Tees & Persse, Limited VANCOUVER—Martin & Robinson, Ltd.

Women Like Knox Sparkling Gelatine

They like it because it is easy to prepare and because it is a big, generous value—every package makes FOUR PINTS OF DELICIOUS JELLY and good salads as well. It is easy for the housewife to follow our delicious recipes and the results are always delightful. It will pay you to PUSH THE SALE OF KNOX GELATINE because you can be sure it will please your customers and because

Every Package Pays You a Good Profit

NEW WINDOW DISPLAY MATTER SENT FREE UPON REQUEST

Charles B. Knox Gelatine Company, Inc. - Johnstown, N. Y.

HIGH PRICES

On account of the extremely high prices of raw fruit, sugar, etc., it is absolutely essential that all packers of food products should use the best methods of protecting themselves against loss.

Anchor Caps are absolutely air and liquid tight. They will not come off in shipment. When the product is properly packed the use of Anchor Caps is the surest and safest manner of combating mold and other contamination.

Anchor Caps on glass packages appeal to the consumer because of their appearance and because the housewife finds the contents of the package, when opened, in the same condition as when packed.

When ordering your supplies for the new pack of jams, jellies, pickles, etc., be sure that all glass packages are sealed with Anchor Caps and in this way secure the maximum of satisfaction and give your customer his money's worth.

Anchor Cap & Closure Corporation
of Canada, Limited

ANTICIPATE YOUR SPRING REQUIREMENTS OF

"KKOVAH"

HEALTH SALT

BY ORDERING AT ONCE.
EXPECT PRICES WILL ADVANCE.

SOLE DISTRIBUTORS FOR CANADA

MACLURE & LANGLEY LIMITED

WINNIPEG TORONTO MONTREAL

WANTED IMMEDIATELY
Advertising Manager

A MANAGER is wanted by HARDWARE AND METAL to work in Montreal. Successful applicant will be paid a good salary, and will have a very fine opportunity to improve his position.

The successful man will be one who has a good knowledge of advertising theory and practice, and will have salesmanship ability in goodly measure. He ought to be able to devise advertising campaigns for HARDWARE AND METAL for advertisers called on. We do not believe in calling on and taking up time of advertising prospects unless we have definite and constructive suggestions to assist them in their sales problems. For this reason our salesmen are always welcome. If he can make good copy suggestions and put up good ideas, so much the better.

The position is an important one. The field to be covered is rich with good prospects. The classes of firms who can use HARDWARE AND METAL are experiencing prosperous times.

Give full particulars in first letter so as to cut down time-consuming correspondence. State past experience and connections; age, married or single; salary previously earned, and other information which an employer desires to know.

SEND APPLICATIONS TO

MacLean Publishing Co. Limited

Southam Bldg., 128 Bleury Street ∴ MONTREAL, QUE.

THE best customer is the satisfied customer. You are sure to satisfy her if you sell her the Red Rose package. Red Rose Quality satisfies hundreds of thousands of particular tea drinkers every day.

Cobban's Herb Tablets

THE GREAT CURATIVE HERB TABLETS

A Superior Laxative and System Renovator
Direct from Nature's Dispensary

A PURE HERB TABLET

for correcting all abnormal conditions of the Blood, Stomach, Liver and Kidneys.

No. 3299

The Proprietary or Patent Medicine Act

Trade Mark

"Cobban's Herb Tablets"

(The old Reliable Herb Remedy in tablet form)

Do you stock them?

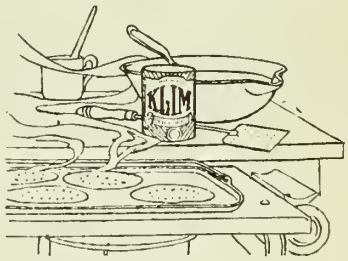
If not order from your jobber

They are advertised in the leading papers and are meeting with big demand from the trade. Put up in carton display box of 1 doz. (50 tablets each). Boxes to each carton to retail at 25 cents per box, every box guaranteed.

MUNCEY SUPPLY COMPANY
PROPRIETORS
Muncey - Ont.

Watson & Truesdale, 120 Lombard Street, Winnipeg
Distributors for Canadian North-West

The Best Milk for Cooking



Women who are using Klim have reduced the amount of milk from the dairies from one-half to a third of their former purchases, and in many homes Klim is used entirely.

You can sell Klim to your customers and take the profits, which have gone entirely to the dairies. Klim is a fast-selling and quick-repeating staple grocery store product.

Order a case of Household size from your Wholesale to-day, if you are not already selling it, and make new sales which give a good profit.

Canadian Milk Products, Ltd.

10-12 William Street, Toronto
10 Ste. Sophie Lane, Montreal.
Also stocked by W. H. Escott Co., Ltd., Winnipeg, and Kirkland & Rose, Vancouver.

If any advertisement interests you, tear it out now and place with letters to be answered

Ask us to send you this attractive Show Card

Your stock of Colman and Keen Products will keep moving briskly and regularly if you jog your customer's memory with this handsomely lithographed store hanger.

They know these products. Colman-Keen lines are known everywhere. A card like this will tap the big demand in your community.

May we send you one to-day?

Magor, Son & Co., Limited
191 St. Paul Street W., Montreal
30 Church Street, Toronto

License Has Been Issued

By the Canadian Government

Authorizing the sale, in usual packet form, of

Grape-Nuts
Post Toasties

Canadians can continue to have their favorite breakfast cereals in the handy, tightly-sealed packets to which they have been accustomed.

The Foods for These Times

Profit Good! **Sale Guaranteed!**

If any advertisement interests you, tear it out now and place with letters to be answered

CANADIAN GROCER

Vol. XXXII. TORONTO, FEBRUARY 15, 1918 No. 7

Soap Has Probably Reached its Limit

No Further Pronounced Changes Expected — Raw Material Conditions Pretty Well Known, and Show no Indication of Change — No Likelihood, However, of Lower Prices For Some Time to Come

Based on information supplied by J. E. Ganong, President of Lever Bros.

BARRING the possibility of some unexpected change, soap has about reached its high level. This at least is the opinion of the manager of one Canadian soap manufacturing company.

This will probably be a very welcome thought to the average grocer, who has had a good deal of difficulty of late in convincing his customers that there is a good and sufficient reason why laundry soap can no longer be purchased for the conventional 6 bars for 25 cents.

Handlers of soap have suffered severely from the fact that soap is a product that has made for itself more or less of a fixed price. People have come to believe that such a price is the only one for soap, and it is difficult to convince them that there can be any cause strong enough to change these long-standing conditions. As a matter of fact the customer has profited because of this very established nature of the soap price. In the first instance the manufacturer did his best to absorb these increasing costs, hoping for a decline in manufacturing materials to enable him to pick up a profit again. The retailer in turn also tried to shave his profits close in order to maintain the old price but eventually the change had to come, and since that first change it has come in real earnest.

Reasons for Increasing Charges

There is a very good and sufficient reason for this increase in the abnormal increases in all products entering into the manufacture of soap. Tallows, oils and greases that are the backbone of the soap product are among the commodities that have been definitely affected by war's activities. They are substances that are urgently needed by all the warring nations, and as a not unnatural result there has been a most substantial increase in price. Some of these products that were selling for 6 cents a pound prior to the war are now bringing 18 cents and upwards. This shows an advance that far outstrips the advances in soap.

But with the advances of soap there has come an equally remarkable advance in a by-product of soap manufacture, glycerine. This product always in demand has been made doubly so by the extensive use of the product in the manufacture of explosives. Now glycerine represents about 10 per cent. of all fats and tallows, and as a result has been a substantial element in the soap making business. Were it not for the prices being obtained for this by-product soap would have soared far beyond the levels of present prices. But manufacturers have been setting one against the other and endeavoring to maintain a price as near as possible to the old time figures.

Difficulties of Getting Supplies

Besides the high prices being paid for tallows, oils and greases, there have been the added difficulties of obtaining supplies. There is a plentiful supply of these products in the United States for those who are ready to pay the price, and Canada herself has a sizeable production that can be called upon. This would seem to assure a sufficient supply, but here the difficulties of transportation have stepped in to complicate matters. These products are excessively weighty, and shipment at any time is quite a problem, therefore in times when there is a railway tie up, and something has to be restricted the railways, not unnaturally, pick on such products. This has happened on various occasions during the last winter, and may happen again at any time. When it does of course it entails a scarcity of supply of soap.

Vegetable Oils Have Long and Costly Journey

Then there are the vegetable oils that enter into the composition of many soaps. These come mainly from Australia, Japan and Africa, for the United States requires practically all that she can produce. Everyone knows of the difficulty of getting shipping accommodation, and of the heavy rates, augmented by war insurance. All these factors have their effect on the price of soap in the retailer's store. Besides these things too there is the extra cost of other items, wrappers, labels, etc., soap boxes cost about 8c more apiece than they did prior to the war, and nails are three cents more a pound. Small items each of these perhaps on the individual purchase of any one retailer, but in the aggregate they form an element of no mean proportions. Caustic soda, an important component, has made enormous advances and was for a time almost unobtainable.

"Never before, in my knowledge of the business," said one soap manufacturer "has soap manufacture been a speculative business, but it is to-day. We do not really know what it is going to cost us to manufacture, or whether we are going to have to face substantially increased prices when we next enter the market. The retailer has felt this too, and we have had at times to face demands that under conditions existing it was often difficult for us to meet. It seems to us now, however, that things have settled down to a more stable basis. We are paying a price for raw material that should be a top price, and we are fairly confident that it will be so. But having become a speculative business we cannot say definitely. It is possible, though we do not believe probable, that raw materials may be still further advanced. It is improbable we believe, because handling conditions should be getting easier instead of worse. The dangers of navigation are no worse, and certainly rail transportation should be better with the coming of spring.

No Likelihood of a Decline

On the other hand, no matter what eventually may arise, and among these eventualities we include the coming of peace, we do not expect any notable decline in prices. The conclusion of peace is going to involve among other things a disruption of present shipping conditions. More than ever the shipping of the world will be turned to supplying starving Europe with food. Then too England and Europe generally is in

need of every variety of fats, and among these of course the soap making fats. The market, at present comparatively limited and comparatively well supplied, will be enormously enlarged, and it is idle with such conditions facing us to expect a much lower price for these commodities. We in company with most soap makers have confidence enough in the correctness of this opinion to contract ahead for supplies far in advance of the usual three week period of processing.

No Reason for Merchant to Fear

On the other hand there is nothing for any merchant to fear in this unless he is selling soap below its present value in the hope that he will make something on the decline. That merchant has probably a considerable wait ahead of him. For the merchant who is getting a reasonable price for this product there is no need for worry. We say confidently that barring the decidedly unexpected that soap should not advance appreciably higher. Among the unexpected contingents of course might be noted a run of buying. If such a thing transpired the natural tendency would be of course to send prices up. Recently there has been an embargo placed on American soaps entering Canada. This may change the situation slightly, but American soaps are not used in sufficient volume to materially affect the market. Under existing conditions therefore there is little ground for expecting any great change in soaps, either up or down.

Food Committee in Place of Food Controller

Three Officials Take Place of Food Controller?—Mr. Thompson Will Still be at Head of Activities—Change Will Not Affect Course of Proposed Regulations.

THE title Food Controller in Canada has become a thing of the past, and in the place of this official has come a triumvirate of three officials each charged with some department of food production or conservation. The erstwhile Food Controller, H. B. Thomson, though he has lost the title has as far as can be learned lost nothing else. As chairman of the Food Commission, his powers will not be materially changed from those that he enjoyed as Food Controller.

The reason for the changed system, apparently, is that this department should become responsible to some definite parliamentary department, and consequently it is now nominally under the control of the Department of Agriculture.

Aside from this however, the reason for the change was an effort to enlarge the scope of the activities of this department, to correlate the forces of production and conservation, and so to enable a broader scheme to be formulated.

As the commission now stands, Mr. Thomson is the chairman of the board and director of conservation, which means that he will be identified with practically the same activities that would have fallen to his charge as Food Controller. Associated with him is J. D. McGregor of Brandon, formerly Deputy Food Controller in charge of the western provinces. Mr. McGregor will be the director of agricultural labor. Hon. Charles Dunning, provincial treasurer of Saskatchewan, will be director of production.

This triumvirate is unquestionably a strong one and one in whom the country might well have confidence; there has been this criticism voiced however, that the members of the commission are somewhat too definitely associated with the interests and needs of the west.

The formation of this new commission is taken to indicate that the activities of these departments are to be largely increased. It is understood for instance that all food handling concerns are to be placed under license, that will include bakers, confectioners, butchers and similar activities having to do with the manufacture and distribution of foods. This will enlarge the proposed regulations to cover these other activities. P. B. Tustin in the city recently indicated that definite action was to be expected regarding these regulations within a very short time.

MAINTAIN MILK PRICES UNTIL JUNE

That prevailing milk prices should remain in effect until June 1 of this year was generally conceded by the representatives of various milk producers' associations in conference in Toronto recently at the first annual meeting of the Ontario Milk Producers' Association. Some reduction in prices may be expected at that time though milk producers claim they have big difficulties under winter conditions. It is the intention of the association to encourage the maintenance of a high standard in the milk supplied to city distributors. An effort will also be made to standardize the price of the product throughout the province, having regard to local conditions. With a fixed "spread," the price paid by the consumer for milk depends upon the price required by the producer. Economy in distribution was also considered as a means of saving expense in distribution.

KITCHENER MERCHANTS LIMIT BUSINESS HOURS

In an endeavor to conserve coal resources, retail merchants of Kitchener, Ont., have decided to curtail the hours of business. It has been decided to limit the hours from 10 a.m. to 6 p.m. five days in the week. On Saturdays the present hours for that day will be observed. The arrangement will be for the month of February. It is estimated that fifteen tons of coal per day will be saved under the new regulations.

PREMIERS DISCUSS FOOD PROBLEM.

Plans for increasing production of foodstuffs in Canada will be discussed at a conference between members of the Dominion Cabinet and provincial premiers this week at Ottawa. It is hoped to secure greater co-operation between the federal and provincial governments on all matters dealing with the production and distribution of food supplies.

Car Shortage Means Charcoal Famine

Hundreds of Car Loads Pile up at Mills While Users Search Cities for a Bag of Charcoal—Companies Handling Charcoal Getting Only an Insignificant Supply

MERCHANTS in most of the cities both in Ontario and Quebec, who have built up a considerable trade in charcoal, are having a good deal of difficulty in explaining to their customers just why it is that charcoal is not to be had. The reason is that charcoal manufacturers with abundant supplies available at their mills are unable to get a car to move the accumulating supply. As a result something like a charcoal famine has developed in many of the larger cities. Montreal, Quebec, Hamilton, Toronto, and London are all feeling the effects of the shortage, though London is somewhat better supplied than other places.

One large manufacturer spoken to regarding the shortage, stated that they had hundreds of cars of stock ready and waiting at their mills for the cars to load them in. A couple of cars a day are all that this firm has been able to secure, a mere drop in the bucket.

It is not a matter of scarcity with any of the companies, but almost entirely a transportation problem, and for that reason there is no way of discovering just when the situation may be improved.

The car shortage is being felt so seriously in many different lines of trade that the prospects are not too bright. With the breaking up of the severe winter weather, however, it is hoped that the railroads will once again become masters of the situation, and be able to do something to relieve a very trying situation.

STORE WINDOWS AND THE FOOD CAMPAIGN

THE R. H. Williams store, Regina, one of the largest departmental stores in the province of Saskatchewan, has given over a considerable portion of their choicest corner window space to a display which is both striking and unique. It has been viewed by thousands, and its lesson has gone home. Thousands as a result will be more saving in the matter of food in future.

Every card in the window had a message with a point, and he believed it was but the forerunner of a general campaign on the part of merchants all over the country to assist in educating the people to eliminate waste and conserve food.

The Display

The window dresser has put up very strong arguments for being saving of food. He could scarcely say more plainly that he who wastes a morsel of food from now on is helping the enemy to the detriment of the Allies.

In the very corner of the window, in gold coronal and tri-colored drape with a shield in her hand, stands Mademoiselle Saskatchewan, sending out her carloads of No. 1 hard to England, France, Belgium and Italy over roads where food has the right of way.

Garbage cans are prominently displayed, containing half loaves of bread, parts of hams and other foodstuffs, with the slogan, "Waste Means Disaster"—"We will never win the war by this waste."

Another table in the display, depicting a scene in the land of plenty immediately following a hearty meal, shows pieces of bread and cake and broken pieces of food scattered about. The left-overs would make the French children's table look like a banquet to them.

Here and there about the exhibit are scattered dishes of meal and oats, etc., as suggestions of substitutes for white flour and other foodstuffs badly needed by Great Britain and her allies.

Much is added to the exhibit by the profusion of display cards, each with a slogan, pointed, forceful and persuasive. Here are some of the slogans:—

"Save: 1, wheat; 2, meat; 3, fats; 4, sugar."

"Our waste makes our allies want."

"By conserving food we preserve freedom."

"One ounce of meat saved every day by everybody on this continent would make up the allies' deficiency."

"Will you help to feed the babies of France by the wise use of food?"

"Use more cornmeal, oatmeal, fish and potatoes."

"Save a loaf a week, help to win the war."

"The allies need meat: by saving beef and bacon you can support the men at the front."

The whole display, admirably conceived and forcefully and artistically executed, is one of the first shots in the campaign for the conservation of food in Canada by means of window display advertising. And not alone in window displays have the Williams Company urged the need of

food conservation, but in the advertisements of the company in the Regina papers, the other day, a leading place was given over to a paragraph in the interests of the food conservation campaign, entitled "Food as Important as Ammunition," as follows:

R.H.WILLIAMS
AND SONS LIMITED

Food As Important As Ammunition

Waste in time of peace is a sin; in this time of national stress it is a crime

—Sir Robert Borden, Prime Minister.

The spectre of starvation is abroad. Warnings of an impending shortage of food come from every part of the globe. The terrific struggle going on in Europe, which has resulted in withdrawing some 60,000,000 workers from productive work and diverting their labor largely into destructive effort, has brought about an economic situation which threatens us all.

Light-hearted people argue that Canada, being a vast agricultural country, cannot possibly suffer from lack of food even under the most adverse conditions. There is some truth in this assertion, but it is only partly true. A general world food shortage necessarily involves high prices, and high prices are automatically followed by suffering on the part of those who cannot afford to buy sufficient food at famine prices. We may, therefore, take it for granted, that a serious general food shortage is likely to bring many people, even in Canada, face to face with actual privation.

It has been calculated that on the average each Canadian family wastes enough food to feed a soldier!

Strenuous efforts are being made to increase food production. There is, however, another way in which the situation can be relieved, namely, by economy and elimination of waste, which has precisely the same economic effect as increased production. To practise economy in food, the housekeeper should understand how to buy economically, that is, to buy the right things with the money spent so as to get adequate food value for the outlay.

At a meeting of Regina retail merchants held in the Board of Trade offices January 29, and addressed by W. G. Rook and Hon. Geo. Brown, the following resolution, moved by A. F. Little, manager of the Regina Trading Company, and seconded by J. K. R. Wiliams, was unanimously adopted:

"That this meeting place itself on record as favoring the co-operation of the merchants in a publicity campaign both through the use of window displays and newspaper advertising to assist the department of the Food Controller in any way possible in the campaign for the conservation of foodstuffs for the allies."

R. H. Williams & Sons, Regina, and others, have shown the way.

PLAN WAR ON THIEVING

Montreal Merchants Meet to Formulate Plans to Curtail Thieving Evil. Many Instances Noted. Urge Relentless Methods

Wholesale thieving has been a matter of common occurrence in Montreal of late to such an extent that retail and wholesale houses are up in arms against the evil and are determined to stamp it out. Retail stores, departmental and wholesale establishments and also the transfer and express companies have been victims. The result has called together a very representative meeting of business men and this was convened last week in Stanley Hall.

The detective bureau was represented at this meeting by the deputy chief Charpentier and he explained that one organized gang had been rounded up with the result that this thieving had appreciably decreased. Two young men had been arrested the previous night for thieving. Mr. Charpentier stated that a closer check of the drivers' time would be a timely suggestion to the merchants and he would urge that this be done.

E. E. Wallace, a butter and egg dealer, was elected chairman of the meeting and stated that someone had made off with one of his rigs on February 2nd, while his driver had stepped within to get warm. The police had run the thief down but only found the rig and horse—the former damaged, the contents of the sleigh a minus quantity.

This thieving has been conducted on a large scale and departmental stores complained that many small parcels had been lifted from their rigs, while one of the express companies had had a whole load stolen, as well as many small parcels. As an instance:—One tea firm's delivery man took a parcel to the door of a patron and while he was away from the rig a man came along and lifted a parcel. While he chased this man, several others that were standing near made off with all that they could carry. Another man stated that he had lost $25 worth of stuff after spending considerable time in checking over deliveries through dishonest employees and thought that the matter could be dealt with effectively by having a central bureau to check up dishonest employees.

Many of the arrested parties, the detective stated, had turned out to be discharged employees, many of them teamsters.

Much interest was taken in the remarks of several attendants at the meeting that the evil would be less if there were no receivers of stolen goods, and that those who bought these were more to be condemned than drivers or the thieves themselves.

An instance was cited by a large milling company who had missed over 60 bags of flour very recently. Another had found one of his drivers to be cheating his customers in the amount of coal delivered.

The meeting felt that there was need for making an example of dishonest employees and one speaker emphasized the advantage of public example being made by citing the experience of a large Chicago mail order and departmental store who with a force of 12,000 employees had reduced thieving to the minimum by its relentless policy of prosecuting every dishonest employee to the limit.

That the matter might receive immediate and definite attention a strong committee was appointed comprised of representative retail and wholesale firms and of the express companies.

PROVIDE CAPITAL FOR FISH SCHEME

Appropriation of $200,000 Asked as Working Capital for Ontario Government Fish Distribution Scheme

An appropriation of $200,000 is being asked by Hon. Finlay Macdiarmid in order to provide working capital for the Ontario Government fish distribution scheme. For acquiring cold storage accommodation, providing capital to carry fish and for transportation, $125,000 is to be voted. Cold storage warehouses will be bought or leased in Toronto, London and St. Thomas. The two latter cities are to be used as shipping points for Western Ontario. An appropriation of $23,500 is being taken for the erection of docks, buildings, tramways, etc., at Lakes Nepigon and Nipissing, where the Government is carrying on fishing operations itself. An additional sum of $31,000 is provided for salaries, expenses, insurance, etc., while for the purchase of horses, harness, etc., $15,500 will be required.

U.S. IMPOSES HIGH DEMURRAGE CHARGE

Director General of Railways McAdoo caused to be issued a new demurrage scale that became operative Jan 1. The idea of the new scale is to speed up unloading. The new rates are as follows:

$3 per car for the first day after the two free days; $4 for the second day, and $1 additional for each succeeding day until the charge per day reaches $10. This maximum then will be charged for every day or fraction thereafter.

Heatless Days Boost Business

Father Being Home, Makes Larger Demands on the Family Larder—This Business Goes to the Local Grocery—The Restaurant's Loss is the Grocer's Gain

ONE of the minor effects of the three heatless days was a noticeable improvement in business for the neighborhood grocery store. True, they were only open half the time, but despite that fact they were enabled to show a very fair day's turnover for the half-day in which they were open.

This fact does credit to father's appetite. Father, not having to turn out with the first peep of dawn and trudge away to business, put in a brisk day instead in scraping the sidewalk and cleaning the furnace. As a result when the noon hour came father had worked up an appetite that made the housekeeper of the family wonder how the city restaurants could keep their doors open in these times of high prices.

Father had his noon meals at home instead of dining at some restaurant. Possibly he ate more, not having to pay for his food on the nick. Anyway, it was food consumed in the home and went to swell the burden of trade of the local storekeeper. The restaurants draw their supplies usually from jobbing houses, and the retailer does not suffer through any decline in their trade. Anyway, the retail grocer seems to be quite contented with the heatless days.

WEDNESDAY TO BE MEATLESS DAY

Change in the Order of Meatless Days—Pork is Added to the List of Prohibited Articles

An order-in-council has been passed amending the food control regulations to provide that Wednesday will hereafter be observed in hotels, restaurants and public eating houses as a meatless day instead of Tuesday. So far Tuesdays and Fridays have been the days upon which bacon and beef cannot be consumed in such places. During Lent, Wednesdays and Fridays are days of abstinence from meat under the rules of the Roman Catholic Church. This fact is largely responsible for the new order rendering Wednesdays and Fridays the days for general abstention from beef and bacon. Pork also has been banned on these days.

BAKERS ARE LICENSED

New Order of Food Controller Standardizes Brand-Limit Ingredients—Speculation Prohibited

The baking of bread, rolls, pastry or other bakery products by a recognized bakery establishment from wheat flour other than the prescribed standard flour will be illegal on and after March 1, unless written permission has been secured from the Food Controller. The licensing of bakery establishments using five barrels of flour or more per month and standardization of bakery products are also provided for in the order of the Food Controller. Hotels, restaurants and public eating houses where bakery products are not for sale to the public over the counter, are not subject to the new regulations.

The following weights, or multiples thereof, are standardized for the baking of bread. These are net weights, unwrapped, 12 hours after baking. In British Columbia the standard weight is 18 ounces. Manitoba 16 and 20 ounces, not exceeding 17 and 21 ounces. Alberta and Saskatchewan 20 ounces, not exceeding 21 ounces. Ontario 12 and 24 ounces not exceeding 13 and 25 ounces. Quebec 24 ounces not exceeding 25 ounces. Maritime Provinces 24 ounces not exceeding 25 ounces.

Rolls must be baked in a pan and manufactured for sale only in units weighing one or two ounces.

Not more than 2 lbs. of sugar are to be used in making bread and rolls, for every barrel of 196 pounds of flour. Not more than two pounds of malt extract or malt flour is to be used in this amount. If malt is not used the equivalent in sugar may be used. Not more than 2 lbs. of fats. Not more than 6 lbs. of liquid skim milk or its equivalent in condensed or powdered milk is to be used with a barrel of flour.

Bread is to be manufactured exclusively in a single pan loaf or multiple thereof, closely batched, with no "cutting" or "washing." An exception is made of rye bread used by the Jews. Bread containing not less than 35 per cent. of rye flour may be baked on the sole of the oven in either round or stick shape.

Loaves may be labelled by bakers but no wrapping of bread or placing of a band thereon is to be allowed.

Only a reasonble profit is to be allowed manufacturers of all bakery products. Speculation and hoarding of flour and waste is to be prohibited. Annual license fees are prescribed varying from $5 to $50.

COTTONSEED OIL ON POUND BASIS

John Aspegren, president of the Portsmouth Cotton Oil Refining Corporation, announced that at a meeting recently held in Washington, under the auspices of the Food Administration, which was attended by a majority of the cotton seed oil refiners of the country, a resolution was passed urging that all trading in cotton seed oil be done on the basis of pounds rather than gallons. Accordingly the change went into effect January 1, 1918. Mr. Aspegren stated that this change in measures would probably be adopted for peanut oil also. The resolution follows:

The reason given for the change is that cotton seed oil is sold by weight, and selling by one pound or by 100 pounds is more practical than by 7½ pounds, and that the change will prove a considerable help in eliminating unnecessary work.

FISH WANTED OVERSEAS

A representative of CANADIAN GROCER was in the office of one of the largest fish importers this week and the following cable was handed him for perusal:—Grimsby, England, Feb. 3.—"Please send fish ordered early. Space will be procurable a little later. Want fish badly, cabling cash when space secured."

This dealer is providing that the order for some 100,000 pounds may be filled.

How Many Licenses Are Needed?

Question of General Storekeeper Introduces a Subject of Interest to Most Grocers—No Interpretation of Clause Dealing With Matter

THE accompanying letter from a general storekeeper introduces a subject that probably has been under consideration by many merchants. It at any rate presents a definite question. The letter is as follows:

Canadian Grocer,
Toronto, Ont.

Dear Sir:—

I have just been reading the article in your paper of the 8th inst. with reference to licensing all merchants of foodstuffs. I understand by this article that a retailer must have a different license for each kind of foodstuffs handled by him, and that he will be required to state distinctly what proportion of business is done in each line.

I would like to know just how this order applies to, "Country General Stores," which have to carry a little of everything, and where the total gross sales would run from $5,000 to $20,000 per year. As I see it, it would be simply impossible to keep the sales in the different lines separate.

I do not think it is quite fair to the small dealers, in the country, where stores are from 2 to 10 miles apart, and have to carry a little of everything to supply the community; with possibly very small turnover. Nevertheless these same dealers would, under the new order, have to have four licenses to do business; groceries, meats, fruit and confectionery.

In my own business I have a turnover of about $18,000, and carry groceries, smoked meats, flour and feed, boots and shoes, dry goods, men's wear, confectionery, fruit and hardware, and any other line that seems necessary.

In the fruit line, the only thing I sell that comes under that head, would be, oranges, lemons and bananas. And I do not think the turnover would be more than $200 to $300 a year, but as I understand the new order, I would have to get a license for this line the same as the man who sold $30,000 a year.

I am quite prepared to do anything that will in any way help conditions, but I can not see that this is quite fair. I think exception should be made in the case of country general stores doing a business of say less than $25,000 per year.

If I have not understood the meaning of the order as outlined in your issue of the 8th inst. I would be very glad if you could set me right.

Yours truly,
A Muskoka Retailer.

One License Should be Enough

The question raised by this letter introduces a point in the proposed regulations that has been given no definite interpretation as yet. As the likelihood is, however, that all departments of business having to do with food products will be licensed, the inference seems obvious that each separate business will require a license. For instance, if a meat and butcher business is conducted in connection with a grocery business each department will require a license, similarly with a baking of confectionery business, if they are substanially a business in themselves.

In a case such as is stated in this letter we have no hesitation in saying that only a grocery license will be required. Fruit and cured meats are a recognized part of the grocery business, and as such do not involve any additional license. Fresh meat, however, is not a recognized part of such business, and consequently another license would be required for such a department.—Ed.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - President
H. T. HUNTER - - - - - - - Vice-President
H. V. TYRRELL - - - - - - General Manager

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, FEBRUARY 15, 1918 No. 7

EDITORIAL NOTES

BAKERS have been added to the list of trades now under license. Everybody is getting a license except the liquor dealer.

* * *

A CARTER of a forwarding company in Toronto succeeded in purloining 8,000 lbs. of sugar before he was discovered. Who said that sugar was scarce?

* * *

THE Ontario Government is asking for $200,000 to carry on its fish campaign. That is all very well as long as the public knows that this is an additional price that they are being charged for their fish, otherwise it is all wrong.

SOME PHASES OF THE CLOSING ORDER

THERE is no one in these serious times who would be disposed to quarrel with the recent Fuel Controller's order, which closed the majority of business places for two extra days. The public is willing, cheerfully willing, to submit to any inconvenience that may show a tangible result for good. There is this much to be said, however, that the public should not have to submit to unnecessary inconvenience. This they were compelled to do owing to the obscurity of the order and to an unfortunate phrasing that left few people quite sure as to whether they came under the scope of the order or no; and that entailed an enormous number of interpretations. All that might be spared by a little extra thought.

In speaking of the order, the Retail Merchants' Association might well be praised for their promptness in pointing out to the Fuel Controller that the choice of days had been unfortunate. The best they were able to do was to get the assurance that should other closing days be necessary their contention that the closing should start with Sunday instead of Saturday would get the most careful consideration, a manifestation of the fact that the Fuel Controller's Department had quite overlooked the fact that the retailer, who would suffer most by such an order, was compelled to suffer unnecessarily through the inclusion of Saturday, from time immemorial the buying day of the week, among the restricted days.

PUT THE BLAME WHERE IT BELONGS

THE announcement that nine thousand dozen eggs have wasted in Montreal may be perfectly true without casting any reflection on the produce trade. If the public press which clamors so noisily over the figures would take the trouble to make even the feeblest of investigations, they would learn that there is often a high percentage of waste before eggs ever reach the handler. They would know that this waste often reaches two to three or four dozen to the case. They would know that eggs taken from the incubator have oftentimes been shipped to the city when prices were favorable. This is certainly blameworthy, but it is not the produce man who is most to blame. If the newspapers are so worried over the egg let them start a campaign to eliminate this serious and needless source of waste.

WHY A COST OF LIVING COMMISSIONER ANYWAY?

THE oftener that the Cost of Living Commissioner, W. F. O'Connor, endeavors to justify his surprising charges regarding the hoarding of eggs, the more plainly does he demonstrate the fact that he knows little if anything of the business he criticizes.

When the Government makes it imperative that large activities give information as to their private business affairs, it is not too much for them to expect that the Government shall use those facts without prejudice and with a full understanding as to the meaning of those facts.

Mr. O'Connor has not so used these facts. He has garbled and perverted the figures confided to him. Not probably with any malicious feeling, but certainly with serious effects. It is not the first time this same gentleman has made public misstatements based on confidential figures. It is a habit that is growing upon him. Moreover, the Department of Labor is covering much the same ground and avoiding many of his mistakes. The conclusion is obvious. The Cost of Living Commissioner is a luxury that the country can do without.

Current Events in Photograph—No. 7

THE NEW TRENCH ON THE WESTERN FRONT

FISH COMMISSION MEETS IN ST. JOHN

Deliberations Tend to Remove Many Barriers That Have Existed Between Canada and the U.S. in the Past—Probable Removal of Restrictions

Closer co-operation between Canada and the United States in the encouragement of the fisheries with the object of securing a more adequate supply of sea food was brought much nearer as the result of the sessions of the International Fisheries Commission which held sessions in St. John on February 5 and 6. One of the main objects of the commission is to secure evidence regarding the matters which have, in the past, been put forward as reasons why the governments of the United States and Canada should not each allow the fishermen of the other country greater freedom in the pursuit of their calling and in the disposal of their catch. Evidence submitted at the sittings in St. John went far to show that these barriers were not so high nor so real as they had appeared and it is believed that this will have considerable influence on the report of the commission.

Another matter which was brought to light was the fact that the lobster and shad fisheries are in serious danger of destruction from over-fishing and restrictive legislation, for a period at least, was strongly urged by men interested in the fisheries. The suggestion seemed to find favor with the commissioners.

One of the principal objections to the free entry of Canadian fish to the United States market has been found in the protest of the Gloucester fishermen against being forced to compete with "cheap labor." In answer to this, evidence was given that the Canadian fishermen draw nominally the same wages but that, as a matter of fact, the Nova Scotians have been refusing to go with the Gloucester craft recently because they could make more money on their own boats. Including their wages of $40 per month, the men average about $150 a month during the fishing season and the skippers' share runs to about $400 a month. It was shown also that the craft built in the Maritime Provinces cost at least as much if not more than those built across the line and do not last so long, the latter condition being due to the fact that green timber instead of seasoned oak is used.

Evidence was given also regarding the extent of the market for fish, the opinion of large dealers being that the demand was greater than the supply and that the average consumption of fish easily could be increased. Fishermen testified that the United States market had little to fear from their invasion because the development of the Canadian and overseas markets has given them a more profitable opportunity to dispose of their catch. Reference was made to the steadily growing demand for greyfish, which could be measured by the increased price which this once-despised fish now commands. Expert evidence also was given regarding the handling of frozen fish, showing the possibility which awaits a greater development of trade in this line.

There were also some interesting references to the development of profitable side lines from the fishing industry, the increased use of fish skins as leather being mentioned as one of the most promising.

It is believed that one of the results of the work of the commission will be the removal of some of the restrictions now existing and also greater efforts by the two governments to stimulate the catching of more fish to supplement the food supply in both war and peace times.

Laughlin Sinclair, grocer, Grand Valley, is selling his grocery store at cost to go on a farm.

Graham Bros. & Johnson, general store, Grand Valley, have dissolved. Graham Brothers continue the business.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

Wm. Barclay, grocer, Halifax, N.S., is dead.

B. J. Grant, grocer, St. John, N.B., is dead.

The Booth Fisheries, Ltd., which has been considering the establishment of a plant for packing sardines at St. John has secured an option on a desirable property.

The board of health in St. John is taking steps towards requiring the pasteurization of all milk sold in the city. Some of the larger dealers already pasteurize all their milk and the difficulty will be with the smaller dealers. To secure the views of the latter, a meeting has been called.

A minimum of $35 per hogshead was fixed as the lowest amount which they should accept for sardines at a meeting of the Bay of Fundy weirmen held this week. In recent years the minimum has been fixed at $10 and previously the price received had gone as low as $2.

Trade with the West Indies will be seriously hampered by the action of the government in taking two of the fleet of four steamers engaged in this trade. The Royal Pacific Mail Company has rearranged their schedule to meet the new conditions and in future there will be a trip from Halifax or St. John at alternate periods of three weeks. One boat will run only to St. John and the other to Halifax, instead of calling at both ports as in the past.

Quebec

E. M. Dunn, grocer, Sherbrooke, Que., has sold his stock.

Martin & Frere, grocers, Montreal, have dissolved partnership.

T. J. Coyle of Winnipeg, wholesale produce merchant, spent a few days in Montreal last week.

Mandeville & Archambault, grocers, Montreal, have dissolved. N. Mandeville continues the business.

John M. Shawhan of Bowman and Co., wholesale egg merchants of Chicago, was a Montreal visitor last week.

Wallace G. Baker, sales and advertising manager for the Chisholm Milling of Toronto, was in Montreal last week.

T. E. Elliott, wholesale produce dealer of Winnipeg, was a business visitor and spent several days last week in Montreal.

Peter W. MaLagan of Montreal was a visitor to Winnipeg recently where he attended the Manitoba Dairy Association's Convention.

W. Champagne, wholesale produce merchant, returned to Montreal this week after several weeks' rest and holiday spent in the Southern States.

Among those who attended the recent convention of the Manitoba Dairy Association from Montreal were:—Arthur McKergon, Archie Wilson, C. M. Thacker and E. H. Hodgson.

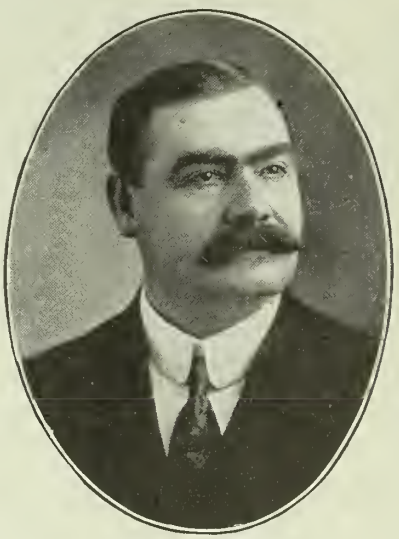
John Wilson, sales manager of Matthews Ltd.—Wholesale provisions, Montreal, attended the recent dairy convention in Winnipeg and returned after a few days in the Western metropolis.

Freeman and Sheely, commission merchants at 3 St. Nicholas Building, Montreal, have been appointed sole agents for the province of Quebec of the Chisholm Milling Co. of Toronto. This includes the Ralston Health Foods and Purina Products and their line of cattle and poultry foods.

Ontario

W. J. Harris, grocer, Toronto, is dead.

J. F. Cahill, grocer, Arnprior, Ont., has sold out.



WES. WILLIAMS

Late of the Red Rose Tea Company, who has joined the forces of the Ontario section of the Retail Merchants' Association, and will be engaged in the organization of Western Ontario.

J. C. Sharpe, grocer, Toronto, is discontinuing business.

J. J. Alexander, grocer, London, Ont., has suffered fire loss.

O. Jalbert, general store, Fort Frances, Ont., has suffered fire loss.

Ain Bros., general store, Forfar, Ont., have moved to Elgin, Ont.

J. W. Peter, grocer, Toronto, has been succeeded by T. E. Thurston.

A. McKeeman, general store, Eden Grove, Ont., has discontinued business.

There was a fire at the Morton Salt Works, South Park, Ont., recently, that threatened for a time to grow to serious proportions and was extinguished with comparatively little damage.

Robert Hendrie, for 76 years a resident of Kingston, Ont., and for many years a member of the firm of Fenwick, Hendrie & Company, wholesale grocers, died recently, aged 80. He was born in Glasgow.

Stanley Pierce, who has been the manager of the Wellington cannery of the Canadian Canners Co., died in Picton recently, following an operation for appendicitis. He is survived by his wife and two children.

William J. Harris, formerly superintendent of the Nasmith Company, who for the past three years has conducted a grocery business at the corner of Oakmount Road and Pacific Ave., Toronto, died recently. The late Mr. Harris was a resident of Toronto for 47 years, having come to that city when only a child.

Western Provinces

S. Nagler, grocer, Winnipeg, has sold out.

J. Friedman, grocer, Stoughton, Sask., has discontinued.

F. Marantz, general store, Southey, Sask., has sold out.

S. Schneider, general store, Esk, Sask., has sold out.

R. M. S. Cole, general store, Winter, Sask., has sold out.

C. W. Simmonds, general store, Coal Spur, Alta., has sold out.

T. Millard, grocer, Grand Vital, Man., has retired from business.

Bay Bros., Ltd., general store, Prelate, Sask., has sold out.

Stier Jacob & Co., Ltd., general store, Blackie, Alta., has sold out.

Cason & Critchlow, general store, Paddle River, Alta., has sold out.

E. Wolfson, general store, Radville, Sask., has sold his stock to F. Adilman.

T. Millard, grocer, St. Boniface, Man., has been succeeded by Wm. Atterbury.

Meeting Creek Mercantile Co., general store, Meeting Creek, Alta., has sold out.

E. Cohen, general store, Stockholm, Sask., has been succeeded by Chas. Cohen.

Neepawa Bargain Store, general store, Neepawa, Man., has sold his stock to A. Gould.

W. Bachmeier, general store, Prelate, Sask., has been succeeded by Gold & Berger.

R. A. McEwen, general store, Nokomis, Sask., has sold his Drake branch to R. C. Sadler.

American Jobbing Co., general store, Leader, Sask., has been sold to A. Chaifetz.

J. H. Morris & Co., grocers, Edmonton, Alta., suffered total loss of stock by fire and water.

McIntrye & Castell, general store, Belmont, Man., has been succeeded by Castell & Phillips.

George McLean, head of the G. McLean Co., Winnipeg, wholesale grocers, has been for a holiday to California, and he is expected back next week.

J. Burns, general manager for P.

Burns and Co., also F. Carpenter, engineer and general superintendent, both of Calgary, visited Prince Albert recently and inspected the Burns plant there. It is understood that large extensions will be made to the plant in the spring.

The executive of the Regina vacant lot garden association have recommended that the name of the society be changed to Regina Food Production Association.

The butcher business of A. McDougall, Regina, has been purchased by I. H. Stephens, who will conduct the butcher business in connection with his grocery. These stores will in future be known as the Lorne grocery and meat markets.

W. G. Rook, special representative of the national committee on food resources, visited Regina on January 29 and 30, addressing meetings of the retail merchants and the women's organizations of the city, as well as meeting with provincial government officials respecting food conservation campaign in Canada.

I. F. Newton, Regina city salesman for the P. Burns company, was presented with a gold wrist watch by the local staff at the company's warehouse, recently on the eve of his departure for Toronto, where he will go for training in the Canadian militia. The presentation was made by N. T. Gardner, sales manager.

As a result of a system of co-operative delivery in vogue among a number of east end grocers of the city of Regina, Sask., one grocery, that of Biggs Bros., claims it has been able to cut its delivery cost by half and is giving customers a five per cent. discount on purchases. Other groups of grocers are considering adopting co-operative delivery in their business.

Regina, Sask., retail merchants have gone on record as favoring extending the half holiday season over period of three months, providing for a Wednesday half holiday from twelve o'clock noon during the months of June, July and August. The city council will be asked to pass a by-law providing the necessary legislation to make this effective. A petition to this effect is being circulated.

James Heming, 665 Furby Street, Winnipeg, died suddenly a short time ago, while attending church. Mr. Heming came to Canada some six years ago from England, settling in North Battleford, Sask., where Mr. Heming started a grocery business. Less than two years ago, however, he come to Winnipeg, and until recently had been employed with the Macdonald Co., Ltd., wholesale grocers, retiring a few weeks ago.

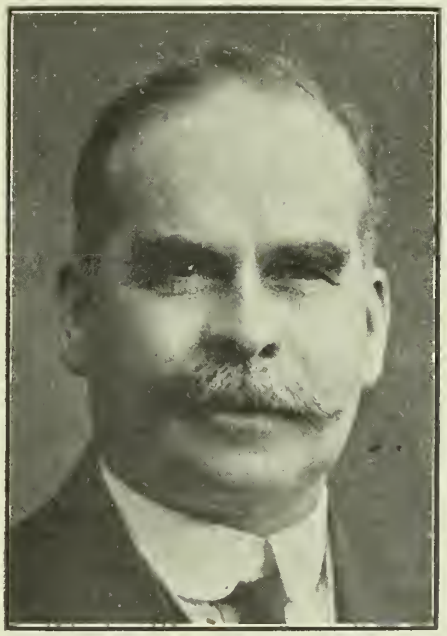
OTTAWA SECTION R.M.A. HOLDS ANNUAL MEETING

The annual meeting of the Ottawa branch of the Ottawa Retail Merchants' Association, was held on Monday afternoon last in the Chateau Laurier, with the president, Henry Watters, in the chair. A number of important subjects were dealt with, among them a discussion of the right of the city to enter into commercial business, and a discussion of the proposed freight rate increase.

Sergeant I. Oliver Hundee, formerly of the staff of the G. E. Barbour Co., Limited, St. John, has been awarded the Military Medal in recognition of distinguished services. The particular act mentioned was his display of courage in commanding a section which took up a supply of much needed ammunition to a heavy battery while under heavy gun fire.

NEW PRESIDENT OF JAM MANUFACTURERS' ASSOCIATION

J. Wagstaffe, managing director of Wagstaffe, Limited, Hamilton, was unanimously elected president of the Jam Manufacturers' Association of Canada at the meeting of the association held recently in the Connaught Hotel, Hamilton.



JAMES WAGSTAFFE
Managing Director Wagstaffe, Limited, Hamilton.

MANITOBA DAIRY ASSOCIATION HOLDS CONVENTION

The Manitoba Dairy Association held a very successful convention at the Fort Garry Hotel on January 31 and February 1. There were in attendance some 250 delegates from Alberta, Saskatchewan and Manitoba.

The chief matter of real interest to the attending delegates was that of the Creamery Butter Competition. This was keenly contested and the first honors were won by Alberta, the second by Saskatchewan and Manitoba came third. A Montreal produce man who was there stated to CANADIAN GROCER that the West had the East beaten in numerous ways in the making of butter and their methods were far in advance of what he knew to be followed by Ontario and Quebec creameries.

"Great strides have been made in the industry and the quality of butter has been greatly improved of recent years, said John Wilson, sales manager of Matthews Limited, Montreal.

Several representatives attended from Eastern points and a banquet given on the evening of Jan. 31 was attended by some 500 or more.

COMFORT SOAP COMPANY DISCONTINUES PREMIUMS IN ONTARIO

The Comfort Soap Company has recently announced a slight change in its methods of doing business. In the past they have adopted a policy of giving premiums with their goods. As a result, however, of the ever increasing costs of soap, they have decided to discontinue the premium policy in the province of Ontario, and in place of the premiums to introduce a larger sized bar of soap.

WHY WORRY OVER THE POTATO?

The *American Miller* has a word of comfort for those who are bemoaning the high price of potatoes.

"That people should get excited over the high price of potatoes, cabbage and onions," says this paper, "as if they were the staff of life, would be ludicrous, if it were not tragic. None of the three is really valuable food . Potatoes are not economical at more than 60 cents per bushel. A glass of water and a couple of tablespoonfuls of bran just about represent the food value of a head of cabbage. Wheat bran will supply the place of one and all of them in that particular."

BOOST.

Boost your city, boost your friend;
Boost the lodge that you attend,
Boost the street on which you're dwelling,
Boost the goods that you are selling.
Boost the people round about you
They can get along without you,
But success will quicker find them
If they know that you're behind them.
Boost for every forward movement,
Boost for every new improvement,
Boost the man for whom you labor,
Boost the stranger and the neighbor.
Cease to be a chronic knocker,
Cease to be a progress blocker,
If you'd make your city better,
Boost it to the final letter.

—Detroit *Free Press.*

Mike and Murphy had hired a boat for all day. All went well till the afternoon, when, unfortunately, the boat sprang a leak, and the water rushed in at a terrible rate. Murphy began bailing as hard as he could, but looking up a moment or so later he saw Mike apparently busy over something else at the other end of the boat.

"Hi, man," he cried angrily, "what are you doing?"

"Shure," said Mike, "I'm boring another hole, bedad, to let the water out!"

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OF prime interest to the grocery trade during the week is perhaps the prospect that supplies of refined sugar are expected to be better in the near future. The railway embargo that has prevailed on sugar carrying lines of the United States has now been lifted and stocks are expected to reach the Canadian refiners in the near future. One refiner has already received some supplies of raw sugars during the week. Some raw sugars from Java are reported to be on the way to the United States. This sugar is being transported in Dutch bottoms taken over by the United States Government. These raw sugars were bought for 2c per pound less than the Cuban raw sugar. All raw sugars, however, are under the control of the International Sugar Committee. The situation is being watched with a great deal of interest to see what effect these lower-priced sugars will have on the sugar market.

Some of the commission men have received intimations that margarine may again be permitted to come into Canada from the United States. Definite decision on this point is awaited with keen interest. In the meantime storage butter, dairy butter and in fact all grades of butter are in firm market as a result of the demand which has developed. Storage eggs continue to be scarce until such times as supplies of Westerns reach the Eastern market. Western butter is also expected to reach the Eastern market in the near future.

Advances have been recorded in a number of lines in which the grocery trade is interested, namely, in tapioca, mustard, cleaner, stove paste, ink. New prices on soaps have been arranged according to the advance announced last week.

Flour mills have been experiencing great difficulty in getting shipments of flour through from the West, as transportation facilities have not improved materially as yet. Rolled oats continue in strong market. Business has been greatly restricted during the week due to the transportation situation. Wholesalers are at a loss to know when they can depend on getting shipments either in or out.

QUEBEC MARKETS

MONTREAL, Feb. 12.—This week has been somewhat broken up through the working out of the Fuel Controller's order, but there has been a willingness on all sides to co-operate and jobbers have cheerfully complied. Many found that there was an accumulation of orders and of work that made matters a little congested on Tuesday and Wednesday. Prices have been well maintained and there would seem to be much reason to anticipate a firming of the canned goods market, while that for beans, coffee, tea and dried fruits is ruling very strong. The changes are few for the week, an advance in one quarter of two cents per gallon being made on molasses. Peanuts have gone higher by two cents per lb. all round. One of the interesting points of the week has been that of the receipt by an importer of new Greek currants, and these, he states, are the first to arrive in 2½ years. Rice is ruling strong but unchanged. Business is good, taking the whole congestion situation into consideration.

Slow Delivery Delays Raw Sugar Melting

Montreal.

SUGAR.—It is impossible to work up a great supply of raw sugars these days as they are not coming to hand in any considerable quantity. Odd lots dribble through and as yet there has not been any great complaint upon the part of the jobbers. Refiners are doing all that is possible to meet the needs and in some quarters there is a better demand for the browns and will probably continue to be as the season advances. Deliveries to U.S. refiners are light also and it will be some weeks, in all probability, before the situation regarding deliveries is cleared. The Dominion Sugar Refineries' price has been reduced to $8.40.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 40
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Jobbers State Beans Will Be Scarce And High

Montreal.

BEANS.—While the volume of trade at the present time seems to be within small compass there is nevertheless a very firm tone to the market. The embargoing of this item by the U.S. Government will unquestionably make the situation firmer than it is at present. Canners are in the market for and are buying quantities of the Ontario crop and drying is still being tried there with varying results. Sales of large lots have recently been made on the U.S. market, a large importer stated to CANADIAN GROCER this week. Prices are firm as follows:

Beans—		
Canadian, hand-picked, bush..	9 50	10 50
Ontario, new crop, 3 to 4 lbs..	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Coffee Holds Firmly; Cocoa Sales Very Heavy

Montreal.

COFFEE AND COCOA.—Future coffee prices are very firm and some-

what higher in view of the regulations imposed by the War Trade Commission of the United States. It is expected that there will be a very prompt and noticeable effect in coffee deliveries as a result of the diversion of such a large percentage of available shipping to the immediate and future needs of the war boards. Locally there is no change of price and the situation is characterized by a fair amount of trade only. Cocoa sales are very heavy and this commodity is holding well at unchanged quotations and seems to be more popular than ever.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Seasonable Demand And Sales For Honey And Syrup

Montreal.

HONEY AND MAPLE PRODUCTS.—For the maple products demand is seasonable and while there is no great supply it seems to be ample for the needs of the trade. The same may be said of honey and this is moving out in the usual quantities. Prices of both lines are very firm but there have been no new quotations this week and sales are being made as follows:

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 17
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 19½
Clover, 60-lb. tins	....	0 19
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Rice Prices Are Firm; Tapioca Also Unchanged

Montreal.

RICE AND TAPIOCA.—There is no change in the price of rice or of tapioca this week but there is undoubtedly a strong market and prices are well maintained in all quarters. Sales are made in fair volume but there is no great trade in either commodity. Quotations are as follows:

Carolina	10 00	11 00
"Texas," per 100 lbs.	....	9 50
Patna (good)	....	9 40
Siam, No. 3	8 00	8 50
Siam (fancy)	....	8 75
Rangoon "B"	....	7 80
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Jobbers Estimating Canned Goods Needs

Montreal.

CANNED GOODS.—Greater firmness characterizes the market than has shown itself for some time, and stocks are being carefully sized up by the trade all around. "There is a good demand," declared one large jobber to CANADIAN GROCER, "and this is quite marked for all lines, but particularly for corn and tomatoes." This same source stated that there were no great quantities on hand of any of the various canned goods and that from now on there would be a tendency to still higher levels. Prices are still held as follows:

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. 'pack (2s)	....	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s. doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

First Shipment Greek Currants Just Received

Montreal.

DRIED FRUITS.—It will be welcome news to many that a large shipment has been received of Greek currants. This information was given CANADIAN GROCER by one of the big importers just as this report was being made up and it is stated that this is the first shipload of Greek currants to arrive on the Canadian market in over two years. Other dried fruits are selling in fair volume at maintained prices. One jobber has advanced his prices on prunes from one-half to one cent per pound and the spreads are given below. Some lines are very firm, such as evaporated apples in view of their scarcity.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	0 22	0 23
Peaches (fancy)	....	0 21
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Montreal.		
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 25
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. (12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	....	2 00
Pkgs. 6 oz. (50 pkgs.)	....	3 60
Pkgs. 4 oz. (70 pkgs.)	....	3 70
Prunes—		
30-40	....	0 17
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Stronger Import Prices Rule On Black Teas

Montreal.

TEA.—The advance on import teas, in the black grades show the higher tendencies at import points already pointed out for some little time in CANADIAN GROCER. One of the big jobbers said this week that we might reasonably expect a higher schedule within another month locally. Some considerable buying is reported to have been carried out on behalf of the British Government and this will have the effect very soon of causing an advance in the local markets. Prices are unchanged this week and are as follows:

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Spices Ruling Strong; Offerings Are Lighter

Montreal.

SPICES.—Little inclination to seek new business is the attitude of the local importers. This is a result of he ruling prices, which are said to be very close and while trade is somewhat confined there is anything but a weak undertone to all lines. The primary markets are inactive but a good deal of interest centres in the matter of deliveries from now on, and with little likelihood of any improvement in this respect prices are likely to be firm, with advances probable on many lines as the supply dwindles.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Scarcity Of Corn Affects Syrup Output

Montreal.

CORN SYRUPS, MOLASSES.—There is every indication of a continued firmness to the molasses market. In a review of the situation made early this week by CANADIAN GROCER it was generally expressed that there cannot be a great deal of improvement to the shipping situation and if transport be not available it is unlikely that prices will decrease unless something unforeseen should happen. One jobber has advanced his prices two cents per gallon. The manufacture of corn syrups has been interfered with owing to the dearth of corn and a temporary cessation of operations has been necessary. Supplies are ample for the immediate present, of the various sizes of this product and sales are made at maintained prices.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

	Prices for Fancy, Island	Choice, of Montreal
Barbadoes Molasses—		
Puncheons	0 91	0 93
Barrels	0 94	0 96
Half barrels	0 96	0 98

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		5 05
Barrels, per 100 lbs.		7 50
Half barrels, per 100 lbs.		7 75

Shelled Peanuts Are Up And In Shell Will Be High

Montreal.

NUTS.—While the nut market is not a busy one at this season of the year, it is nevertheless a very firm one. The event of the week is centered in the firm position of peanuts, and these are up two cents per pound for the shelled and one jobber has advanced prices for those in shell to the same extent. It can be taken for granted, said a large importer, that these prices will rule high in the future. Other nuts are ruling with a strong undertone and prices are well maintained.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 59	0 61
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Brooms Are Higher; Also One Line Sauce

Montreal.

BROOMS, SAUCES. — Among the changes this week are those of new prices for brooms. These are very scarce here and some have been compelled to curtail their offerings to two lines, the four and the five-string lines. The four string are advanced from $7.75 to $8.25 per dozen and the five-string from $6.75 to $7. H. P. sauce has been advanced also by one jobber from $2.40 to $2.85 per dozen.

Fruits And Vegetables Quiet And Few Changes

Montreal.

FRUITS AND VEGETABLES.—The dealers have been somewhat hampered this week owing to the closing order and sales have been lighter and more confined. Shipments have come in slowly and delays are quite common in the delivery of various commodities. A carload of California lettuce is expected to arrive this week. New Porto Rico oranges are still arriving and are said to be of superior quality and flavor. Endive is higher at 35c per lb. Celery is firmer and advanced in one quarter 50c per crate. Cauliflower is very firm and is up 50c in one quarter. Trade for the week is expected to improve.

Bananas (fancy large), bunch	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, Cal., according to size.	4 50	7 50
Oranges (bitter)	....	4 00
Grape fruit	3 50	5 00
Lemons (fancy new Messina), as to size	4 50	7 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb.	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Niagara (heavy wghts. tinted), per keg	....	7 00
Grapes, Niagara, medium	....	6 50
Tokay grapes, crate	....	2 75
Pears (California)	....	4 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
McIntosh Red	....	8 00
Ben Davis	5 00	5 50
Gravensteins	5 50	6 50
Greenings	7 00	7 50
Blenheim	5 00	5 50
Kings	6 00	7 00
Russets	4 50	7 50
Apples, boxed	....	2 75
Pears (eating)	2 50	4 00
Ontario Apples—		
Spys, No. 1, per bbl.	....	8 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3 (ordinary), bbl.	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3 (ordinary), bbl.	....	4 00
Cauliflower (California), crate, according to size	3 00	4 50
Cabbage, Montreal, per bbl.	2 50	2 75
Cabbage, Montreal, doz.	0 75	1 00
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	8 50	9 00
Celery, Cal., 2 doz. crate	....	4 50
Celery (Wash.), doz.	....	1 50
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 00
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 50
Potatoes (sweet), per hamper, as to size	2 50	4 50
Potatoes, bag	2 00	2 25
Carrots, bag	0 75	1 00
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	1 50	1 75
Lettuce, curly (4 doz.), box	2 25	2 50
Tomatoes, pound	....	0 35
Horse radish, per lb.	....	0 25
Beans, wax, bag, U.S., 20 lbs. to basket	....	8 00
Beans, green, bag, U.S., 20 lbs. to basket	....	8 00
Leeks, per doz.	3 50	4 00
Parsley, doz.	....	0 60
Parsley, Bermuda, doz.	....	1 00
Mint, doz. (American)	....	0 40
Watercress, American, doz.	....	1 25
Watercress (Canadian)	....	0 70
Spinach (Canadian), box	....	1 00
Spinach (American), bbl.	....	7 00
Eggplant, per doz.	....	2 00
Sprouts, Brussels, Canadian, qt.	....	0 20
Sprouts, Brussels, American, qt.	0 25	0 30
Garlic (Canadian), lb.	0 20	0 25
Endive (Canadian), lb.	....	0 35
Dried thyme, dried savory, dried marjoram, box	....	1 00
Dried Savory box	....	1 00
Cucumbers, Boston, doz.	2 50	2 75
Peppers, per bkt.	....	1 25
Cranberries, per bbl.	15 50	16 00
Cranberries (Cape Cod), bbl.	20 00	21 00
Cranberries (new), small size, bbl.	....	15 00

Demand For Flour Large And Orders Accumulate

Montreal.

FLOUR.—Demand for the new standard flour is brisk and the millers are all very busy in an endeavor to overtake the business accorded them. It is stated that the supply of patents in the hands of bakers and the grocery and feed trade is limited and that the supply will probably be worked down to a negligible quantity by March 1st. Prices are now fixed and it will therefore be possible for the dealer to know just what he is to pay. For the various quantities these are as follows, as also for feeds, which are selling briskly as formerly.

War Standard Flour—		
Car lots (on track), Bakers	....	11 10
Car lots (delivered)	....	11 20
From Winter wheat, small lots (delivered)	....	11 30
Bran, per ton	35 00	....
Shorts	40 00	....
Feed oats, per busbel	1 06	1 08

Very Strong Tone Rules In Cereal Markets

Montreal.

CEREALS.—The strong position of cereals is the feature of the week and while there are no changes the jobbers are holding the various lines within somewhat more confined ranges. Rolled oats, in view of the high price of the oat market, are particularly strong and it would not be surprising if there were to be a somewhat higher price in the immediate future. Cornmeal also is very firm. Business continues to be very fair in a wholesale jobbing way.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Graham flour, 98 lbs.	5 60	6 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 85	6 25
Oatmeal, granulated, 98 lbs.	5 85	6 25
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 30	5 65
Rolled oats (family pack.), case	5 65	5 75
Rolled oats (small size), case	2 00	2 05
Whole wheat flour, 98 lbs.	5 60	5 75
Rye flour, 98 lbs.	5 25	5 60

ONTARIO MARKETS

TORONTO, Feb. 13.—Business has been hampered to a large extent through the Fuel Controller's order, all wholesale houses being closed with the exception of warehouses which in some instances have been kept open for receiving freight. While price changes have not been quite as numerous as in some recent weeks, still the trend of the market is steadily upward. Soaps continue in strong market and are an item of prime interest. The railroad embargo on shipment of sugar from the United States has been lifted and supplies are again coming into Canada. Higher prices have been recorded on Sapolio, package mustard, ink, tapioca, stove paste. Business will no doubt get into its normal stride soon again following the recent suspension. Difficulties in railroad transportation, however, are making it hard to get goods delivered with any degree of promptness.

Railroad Embargo On Raw Sugar Lifted

Toronto.

SUGAR.—The railroad embargo on the shipment of raw sugar into Canada has been lifted and supplies are again coming forward. During the latter part of last week Ontario refiners secured shipments of raws, while refiners at Montreal were reported to have raw sugar rolling from New York. There has been a scarcity of sugar during the week, but conditions will no doubt rapidly improve from this time forward. For a short time the local market was entirely bare of refined sugar. It is reported on good authority that some Java raw sugars are now afloat, and will reach the United States market in the not distant future. These sugars were purchased on the basis of approximately 3c per pound, as compared with the International Sugar Committee's price to the Cuban planter of 4.985c. This will mean a difference in the price of these suggrs of approximately 2c per pound. As to what effect the presence of these sugars will have on the market is not apparent. These Java raws will all be handled through the International Sugar Committee. The price agreed upon with the Cuban planter will have to be maintained. A well-informed sugar man ventured the opinion that it was possible these cheaper sugars might be apportioned equally to the various countries. If such takes place it will mean that lower-priced sugars are pretty sure to prevail to the extent of the Java stocks. On the other hand, the opinion was expressed that it is possible these sugars might be refined in the United States and then shipped direct to the European countries. It is to say the least a very interesting situation that is developing. From all reports the Cuban crop will be larger, estimates running as high as 3,600,000 tons. Receipts at the Cuban ports show a heavy increase during the week, amounting to 132.125 tons for the week, as compared with 121,200 tons during the corresponding week last year. Tonnage is being allotted to carry this sugar to the United States, and it is reasonable to suppose that an abundance of sugar will be available in the near future.

Atlantic, extra granulated	8 54
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated.	8 54
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Stove Polish, Ink, Cleaning Material Advance

Toronto.

POLISH, INK, JELLY POWDER, TAPIOCA, CLEANER.—Higher prices have been made effective in a number of lines of commodities handled by the grocery trade. Sapolio has been advanced to $3.75 per box. Underwood jet black and blue black ink has been advanced to $1.25 per box of 36/5c size, or 45c per dozen. Star brand French mustard has been advanced to 60c per dozen. Pure Gold tapioca has been advanced to $1.40 per dozen. Electric stove paste has been advanced to 90c dozen. Red Fellow jelly powder has been reduced in price to 95c per dozen in less than gross lots and 90c per dozen in gross lots. Prices on the various lines of soaps have now been arranged according to the advance recorded in these columns last week. Following are the prices for the various quantities:

	Single Box	Five Box	Ten Box
Taylor's, Surprise, Sunlight, Capitol, Naptha	$7.25	$7.20	$7.10
Comfort, Gold	7.25	7.20	7.15
Cosmos	6.30	6.25	6.20
Home	5.00	4.95	4.85
White Naptha	7.00	6.95	6.90
Fels Naptha	7.00	6.95	....
Challenge	4.80	4.75	4.70
N. P. Morton's	5.00	....	....
Lennox	6.30	6.25	6.20
*Palmolive	7.25	....	....

Palmolive is quoted in dozen lots at $1.25. An embargo has been placed on the shipment of Fels Naphtha soap into Canada.

Molasses Market Continues Quite Active

Toronto.

MOLASSES, SYRUPS.—There was an active market for molasses during the week. Some five carloads of New Orleans molasses were sold to the wholesale trade during the week on a basis that will permit of these goods going to the retail trade at 55c per gallon in half-barrel lots. It has been decided to reduce the size of Aunt Dinah tin molasses from 1 lb. 5 oz. to 1 lb. 2 oz. net. In this way an advance in price is provided for. Rogers' syrup 2's is being sold at $2.50 per dozen in some instances, while 5's of same brand is being quoted at $6 per case during the week. Crystal Diamond 2's are being quoted at $2.60 dozen, or $5.15 per case. Demand for syrups and molasses has been fairly good.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb.	....	0 06
Cases, 2-lb. tins, 2 doz. in case	....	5 30
Molasses—		
Fancy Barbadoes, barrels	0 92	0 95
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Canned Goods Not As Yet Moving Free

Toronto.

CANNED GOODS.—The market in canned goods might be characterized as somewhat dull during the week. Dealers expect that with the breaking up of the severe weather and a freer movement of freight a better feeling will prevail and buying will develop more rapidly. Prices hold unchanged during the week.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	...	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 60	2 75
Peas, standard	1 90	2 25
Peas, early June	1 90	2 32½
Beans, golden wax, doz.	....	2 10
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 80	0 85
Do., black currant, 4-lb. tin	0 77	0 83
Do., strawberry, 4-lb. tins	0 80	0 85
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45

Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Dried Peaches Were Offered During Week

Toronto.

DRIED FRUITS.—On behalf of their principals in California some local fruit brokers offered for sale some standard Muir dried peaches at a price that will enable them to be sold to the retail trade somewhere in the vicinity of 15½c to 16c per pound. There was fairly free buying on the part of wholesalers. Prunes of 50-60 and 60-70 variety were advanced 1c per pound in some quarters during the week, and are now quoted 15c to 16c per pound for former size and 13c to 14c per pound for latter size. Some small seedless raisins were quoted as low as 13½c per pound as a special during the week. Stocks of dried fruits continue to be light. Tap figs are due to arrive in the near future.

Apples, evaporated	0 23	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	....	0 35
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 29	0 30
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	5 00
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 15	0 16
60-70s, per lb., 25's, faced	0 14	0 14½
70-80s, per lb., 25's, faced	0 12	0 13½
80-90s, per lb., 25's, unfaced	....	0 12½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 16½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 13½	0 15½

Restriction Of Tea Imports Probable

Toronto.

TEA.—Advice has been received from Washington to the effect that the United States Government is considering a plan to cut down all importations of tea to the extent of 50 per cent. in order to divert 1,000,000 tons of shipping from non-hazardous mercantile routes to the Transatlantic service for the purpose of transporting troops and war materials. If this takes place it will have a material bearing on the Canadian tea situation, as a large part of teas coming to Canada at present are routed via United States ports. These are days of kaleidoscopic changes in the market situation of almost every commodity. It would seem that something were brewing to make a still firmer situation in the tea market. Furthermore, it is stated the Dutch steamers plying between Java and San Francisco have been taken over on behalf of the Allies. This may mean a restriction in carrying teas from Java.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Maximum Trading Prices In Coffee Are Fixed

Toronto.

COFFEE.—Announcement was made on the New York Coffee Exchange during the week that trading in future coffees, was to be prohibited above the basis of 8.50c for Santos No. 7 for the current month, and in later months at advances of more than 15 points from the basis mentioned for each and every succeeding month. The impression in the coffee trade is that the fixing of prices, subject to modification, from time to time by the food administrator, would materially restrict business and virtually eliminate speculation. The announcement was followed by free selling in the market. As New York is the main coffee market of the world, the action may portend a stable market in this commodity for some time at any rate. Cocoa is in very firm market, but prices so far are nnchanged.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 18	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Cassias, Ginger And Red Pepper Are Firmer

Toronto.

SPICES.—There was a continued firmness in the market for spices during the week, with particular emphasis on cassias, ginger and red pepper. Supplies of these commodities in the primary market are very light and higher prices seem highly probable. Demand in the local market is seasonably good, although not heavy at this time of year. Pickling spice was in higher market in some quarters, being quoted at 22c to 28c per lb. Cloves were also quoted higher in some quarters at a range of 70c to 75c lb. White pepper was again in advancing market.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	....
2-oz. packages, doz.	1 40	1 45
4-oz. packages, doz.	2 50	2 60
8-oz. tins, doz.	4 85	5 05
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Demand For Peanut Oil Exhausts Peanut Stocks

Toronto.

NUTS.—One of the factors that is helping prices of peanuts along to higher levels is the great demand for peanut oil. In the State of Texas the demand has been so great that the available supply of nuts has been exhausted and farmers have had to be careful to retain sufficient supplies for seeding purposes. In the local market peanuts continued to be in strong tone. Prices on other nuts held in steady market, with demand somewhat light.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 25	0 27
Peanuts, roasted, lb.	0 17	0 19
Peanuts, Jumbo, roasted	0 21	0 22
Do., No. 1 Virginia	0 18	0 21
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 63	0 65
Peanuts, Spanish, lb.	....	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Lima Beans Continue In Very Active Market

Toronto.

BEANS.—Lima beans continued to have the centre of the stage in the bean market during the week. There are free predictions that prices will quite generally be at the 20c level. During the week, however, the low range of last week was maintained at 17½c. As soon as existing supplies are cleaned up there seems every possibility that no further supplies will reach this market for some time to come. Rangoon beans were in an advancing market, low quotations being moved up 50c per bushel to $6.50. Further supplies of these beans will probably not be brought forward owing to the difficulty connected with importation.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	....
Can. white kidney beans, bush.	....	....
Indians, per bush.	6 50	7 00
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 17½	0 18½

Big Purchase Of Rice Stimulated Market

Toronto.

RICE, TAPIOCA.—The purchase of 1,000,000 pockets of rice by the United States Government has been the topic of prime interest to the trade so far as this commodity is concerned. It is estimated this is about one-tenth of the entire crop of the United States rice fields. One of the grades of Eastern rices has been advanced $2 per ton to the wholesale trade. Rice demand is not heavy at the present time. With any development along this line there would be a tendency to advance prices. As it is the market is very firm. Tapioca held in a firm position, with prices unchanged at 14½c to 15c per pound.

Texas, fancy, per 100 lbs	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs	....	0 12½
Siam, fancy, per 100 lbs	9 00	9 50
Siam, second, per 100 lbs	8 00	9 00
Japans, fancy, per 100 lbs	10 00	11 00
Japans, second, per 100 lbs	9 50	10 00
Chinese XX, per 100 lbs	8 25	9 00
Tapioca, per lb.	0 14½	0 15

Package Cereal Market Holds Firm

Toronto.

PACKAGE GOODS.—The market for package rolled oats continued one of firmness during the week in view of the steadily firm market for the grain. Millers are experiencing difficulty in getting shipments of oats from the West on account of the transportation situation. Market for cornstarch and laundry starch was maintained at quotations of last week.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	5 65	5 75
Rolled oats, round, regular 18s, case	2 00	2 05
Rolled oats, square, 20s	5 65	5 75
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Interest Begins To Centre In Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—Interest is now beginning to centre on maple syrup since the time of year for its production approaches. Quotations have already been made on one brand. It is hoped that the campaign to induce all farmers with a maple grove to tap their trees this spring will bear fruit. All available food supplies will be needed. If grocers can encourage this movement among their customers they would be doing a patriotic service. Honey was practically bare in market during the week.

Honey—		
Clover, 5 and 10-lb. tins	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 00
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 80

N.B.—Above are wine measure.

Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Fruit Market Quiet With Prices Steady

Toronto.

FRUIT.—The market for fruit was quiet during the week, the enforced holidays necessitating a break in business. Severe winter weather has interfered with the shipment of grapefruit, oranges and other citrus fruits, as dealers have been afraid the stock would get nipped with the frost even in spite of the best precautions. Prices held steady during the week. Barrel apples are still in good supply, but dealers do not seem to be giving any signs of uneasiness about their holdings at present time.

Apples—		
Boxes, Spitzenberg	2 65	3 00
McIntosh Red, box	....	2 50
Rome Beauty, box	2 50	2 75
Ontario—		
Baldwins, No. 1, bbl.	....	7 00
Greenings, No. 1, bbl.	....	7 00
Kings, No. 1, bbl.	....	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	....	5 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	4 50
Nova Scotia—		
Kings, No. 1	....	6 00
Do., No. 2	....	5 50
Ribston Pippin, No. 1	....	4 75
Do., No. 2	....	4 25
Wagner, No. 1	....	6 50
Do., No. 2	....	6 00
Bananas, yellow, bunch	2 50	2 75
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	4 50
Do., 54s, 64s, 80s, 96s	4 25	5 00
Oranges—		
California Navels—		
80s, 96s, 100s, case	4 25	4 75
126s, 150s, case	....	6 00
176s, 200s, 216s	....	6 50
Mexican oranges, 216s, 250s	....	3 50
Florida Oranges—		
96s, 126s, case	4 75	5 75
150s, 176s, 200s, 216s	6 00	6 25
Tangerines, half box	....	3 50
Lemons, Cal., case	....	7 00
Do., Messinas, box	5 50	6 50
Pears, Cal., box	3 25	....
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Do., Messinas, box	....	5 50
Pears, Cal., box	....	3 50
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Rhubarb, dozen	....	....
Malaga grapes, keg	....	10 00

Beets Are Higher; Canadian Onions Easier

Toronto.

VEGETABLES.—Due to the presence of heavy stocks of onions in the local market there was an easier feeling manifest, prices being quoted slightly lower in some quarters at $2.25 per 75-lb. sack. Beets on the other hand are getting scarcer and prices showed a higher range, being quoted in some quarters as high as $1.50 per bag. Potatoes are not moving into this market very freely as yet. With a break in severe weather conditions there would in all probability be an abundance of supplies and prices would in all probability be lower. Movement of vegetables was somewhat slow. Cabbage were scarce and firm at $4 per barrel.

Beets, bag	0 90	1 50
Brussel sprouts, quart	....	0 25
Cauliflower, Cal., standard crates	....	4 50
Cabbage, Canadian, barrel	....	4 00
Carrots, bag	0 65	0 75
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 25	6 50
Cucumbers, Boston, doz.	....	3 00
Lettuce, leaf, doz. bunches	0 30	0 35
Do., Boston, head, hampers	2 50	2 75
Mushrooms, 4-lb. basket	.....	....
Onions—		
Spanish, crates	4 50	5 00
Spanish, half crates	2 40	2 50
Do., Canadian, 75-lb.	2 25	2 50
American, 100-lb. sacks	....	3 00
Potatoes—		
Ontario, bag	....	2 25
N.B. Delawares	....	2 50
P.E.I., bag	....	2 10
Sweet, hamper	....	3 25
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, 4-basket crate	....	3 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 85
Peppers, green, dozen	....	0 75
Turnips, new, bag	0 50	0 65

Flour Supplies Getting At Low Ebb

Toronto.

FLOUR.—The railroad situation is the dominating factor in flour at the present time. Western mills have been unable to get shipments of flour forward, and Eastern millers have been unable to get the wheat forwarded. As a result retailers are finding their stocks running low, some having been out for some time past. There was considerable stocking up on the part of consumers, who feared they would not like the new grade of flour. In consequence there will probably be no hardship for flour. Before existing supplies are exhausted additional stocks will likely be forthcoming. Prices were maintained at the established basis.

War grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.60	10.80
Blended, spring and winter	10.85	11.05

Supplies Of Millfeeds Greatly Restricted

Toronto.

MILL FEEDS.—Transportation difficulties are affecting the supplies of mill feeds. Shipments are not reaching the East in anything near like requirements. Even millers in this province are finding it difficult to get sufficient supplies of wheat. Some mills are sold already for thirty days, and are not taking any further orders until blockade of traffic clears. Prices held unchanged at the established basis.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Oatmeal In Very Limited Quantities

Toronto.

CEREALS.—There is an active demand for oatmeal at the present time, but the market is pretty well cleaned out. Millers have been finding it difficult to get supplies of oats from the West, and have possibly not been giving as much

attention to oatmeal in view of recent heavy demand for rolled oats. Corn products held steady in price during the week. Receipts of corn are still light. As soon as corn begins to move more freely there should be lower quotations on corn products. Pot and pearl barley were somewhat scarce during the week. Prices held steady during the week.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	$7.35-$ 7.45	$ 8.00-$ 8.50
Barley, pot, 98s	5.60- 5.70	5.75- 6.25
Cornmeal, yellow, 98s	6.50- 6.60	6.50- 6.75
Corn flour, 98s	6.50- 6.60	....- ....
Farina, 98s	5.90- 6.15	6.25- 6.50
Graham flour, 98s	5.40-	5.75- 6.00
Hominy grits, 98s	6.50- 6.60	....- ....
Hominy, pearl, 98s	6.50- 6.60	....- ....
Rolled oats, 90s	5.60- 5.75	5.75- 6.50
Oatmeal, 98s	6.15- 6.30	6.00- 7.00
Rolled wheat, 100-lb. bbl.	5.60- 6.00	6.00- 6.75
Wheatlets, 98s	5.90- 6.15	6.25- 6.50
Peas, yellow, split	9.50- 9.75	10.00- 10.50
Blue peas, lb.	....-	0.13- 0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Feb. 13.—An embargo was last week placed on way freight i.e. local shipments, on all railways, beginning at 4 p.m. Friday last until 7 a.m. Tuesday. The order was announced by the Food Controller, and the idea behind it was to expedite the movements of fuel. This meant that no shipments could be made out of Winnipeg between Friday and Tuesday. All these goods were held up on the floor, and the railways had to take care of them for three days. As soon as the order was announced arrangements were made by the railways to get out as many shipments as possible before Friday noon, so as to ease things off somewhat. Their employees worked overtime to this end. A circular has been sent to the trade by glass manufacturers dealing with efforts made by them to influence preserving of fruits and vegetables by advertising jars for this purpose. They drew attention to the necessity of conserving food, and in this connection call on the trade to do their best to assist by increasing demand for glass jars. The wholesale trade agree that if the public put up considerable fruit and vegetables, that this will have the effect of easing the demand for canned goods, and thus make the cost of living cheaper.

Western Jobber Suggests Sugar Rationing Scheme

Winnipeg.

SUGAR.—A wire received this week from an Eastern refiner states that freight shipments from Montreal westward are temporarily embargoed; it is felt here that this may affect shipments of sugar. There is no surplus of sugar in this market. Price of sugar to-day is the same as it has been for several weeks, but there is a feeling that it will be lower. It is also felt that something will have to be done to conserve the supply. One wholesaler expressed the opinion that some sort of rationing scheme should come into effect, as the consumption of sugar was far too large. He drew atention to the fact that the allotment of sugar in England had recently been reduced to 2 lbs. per head per month, whereas it had formerly been 3 lbs., and 7½ lbs. in peace times.

Tendency To Unload Raisins In The West

Winnipeg.

DRIED FRUITS.—There is an exceptionally good demand for all kinds of dried fruits, especially prunes, which are described as the cheapest "spoon" victuals on the market. There is always a possibility of them going higher, but there has been no advance locally yet. Apples.—On acount of the high price the demand is not heavy. Raisins.—The market here appears to be overloaded on account of Christmas shipments arriving late, and there is a tendency on the part of some houses to unload.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.		0 10
80-90s, 25-lb. boxes, per lb.		0 10⅝
50-60s, 25-lb. boxes, per lb.		0 11¾
Apples—		
Choice, 50-lb. boxes, lb.	....	0 23
Pears, choice, 10-lb. bxs., faced, box	....	1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box	....	2 48
Peaches—		
Choice, 25-lb. boxes	....	0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian	....	0 21
56-lb. boxes, lb.	....	0 24
Dates—		
Hallowee, 68-lb. boxes	....	0 20
Fards, box, 12 lbs.	....	2 30
Raisins, California—		
16 oz. fancy, seeded	....	0 11⅞
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09¼
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 11
3 crown, loose, 50's	....	0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	....	0 10½
3 crown, loose, 10-lb. boxes	....	0 11
Figs—		
California white figs, 25s	....	0 12¼
Peel—		
Candied lemon, boxes, lb.	....	0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes	....	0 28½

Elaborate Precautions Against Rangoon Beans

Winnipeg.

BEANS.—The embargo placed by the United States Government on California limas has had the effect of increasing the demand for Japanese limas, which are selling as low as 14c. California beans are bringing 17c per lb.

Some months ago an order was put into effect by the Ottawa Government on Burma or Rangoon beans, which made the importation more difficult. This order has been resumed, and a memorandum reaching local wholesalers recently, drew attention to the method to be adopted for sampling these beans so as to insure proper protection of the public interest.

The new order provides that the whole consignment be dumped into a pile and thoroughly mixed, whereupon a sample of at least a pound is to be secured from several parts of the pile, and delivered to the nearest collector of inland revenue, who will forward the same to Ottawa. The cost of this operation must be borne by the importer. The Government admits that this additional expense ultimately falls on the consumer, but states that it is necessary for his protection.

One of the largest wholesalers in Winnipeg states that this unusual care is necessary. He states that it is not necessary to dump them, and that all that should be required is that a dozen samples be taken throughout the car, just the same as is done in the case of eggs and other commodities. The expense of making these tests will seriously interfere with the importation of Burma and Rangoon beans via Vancouver.

Barley—		
Pearl, 98-lb. bags, per bag		7 25
Pearl, 49-lb. bags, per bag		3 65
Pot, 98-lb. bags, per bag		5 20
Pot, 49-lb. bags, per bag		2 65
Pot, 24-lb. bags, per bag		1 35
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb.		0 14
Fancy white, bushel	5 90	6 50
Peas—		
Split, 98-lb. bags, per bag	10 60	11 25
Whole, yellow, soup, 2 bu. bags, bu.		5 00

Special Jumbos 20c; Peanuts May Go Higher

Winnipeg.

NUTS.—Peanuts have been soaring lately, and new prices have gone into effect. One house is quoting 18c for fancy and 20c for special Jumbos. They state the crop is poor and the demand extremely heavy.

Whole Nuts—	Per lb.
Almonds, Tarragona, sacks about 110 lbs.	0 20¾
Brazils, washed, sacks of about 150 lbs.	0 17
Filberts, Sicily, sacks of about 220 lbs.	0 21
Mixed, sacks of about 100 lbs.	0 18
Peanuts, fancy roasted, sack of about 90 lbs.	0 16½
Peanuts, special Jumbo, roasted, sack of about 90 lbs.	0 18
Walnuts, Grenobles, sacks of about 110 lbs.	0 19¾
Finest Shelled Nuts—	
Almonds, Valencias, 28-lb. boxes	0 42
Almonds, Jordan, 25-lb. boxes	0 50
Walnuts, halves, 55-lb. cases	0 58

Cornmeal Was $5.35; Should Be $5.50

Winnipeg.

CORNMEAL.—The market is very firm, and higher quotations will shortly go into effect. Difficulty is experienced getting cornmeal across the border. Some houses have been quoting as low as $5.35 for 98's, but price of cornmeal should be higher based on to-day's market.

Stock Of Red Sockeyes Low In Winnipeg

Winnipeg.

CANNED SALMON.—All lines of salmon are very scarce and high in price. Supplies of red sockeye are selling out fast, and stocks of this grade are low. All other lines are fairly plentiful, but there is no surplus of anything.

Herrings Arriving For Lenten Season

Winnipeg.

HERRINGS.—Shipments are expected this week from Halifax, and will arrive in time for the Lenten season. There is an unusually good demand for fish, especially for herrings and codfish. Lake Superior herrings are to-day bringing 90c for 10-lb. pails, $7 for half-barrels. The herrings coming in from Halifax will probably sell to the trade at $1.25 per 10-lb. pail.

Suggest That Embargo Be Earlier This Year

Winnipeg.

CANNED GOODS.—There was a report in circulation here this week that the Food Controller might possibly place an embargo on canned goods next fall. The feeling of the trade is that if this is done it should be done earlier than last year, when the ruling proved a failure owing to the fact that it went into effect after the vegetables were off the market. For example, peas arrived late in July and August, and it was after this that the embargo went into effect. Canned tomatoes were embargoed when there were no ripe tomatoes available.

New Quotations Announced On Soap

Winnipeg.

SOAPS.—New prices have gone into effect on most lines of soaps, and quotations now are as follows:—Sunlight, $6.75; Lifebuoy, $6.15; Royal Crown—144's $6.95; 120's $6, 60's $5.65; Ivorine, 144's $5.65; Gold Soap, $6.75; P. & G. White Naphtha, $6.75; Lennox, $5.85; Ivory, $11; Electric—120's $6.25, 100's $6.75.

EXPORTATION OF UNITED STATES CONDENSED MILK

The United States War Trade Board at the request of the Food Administration has announced regulations governing the exportation of condensed milk which prove that no licenses shall be granted for export of any kind of condensed, canned, powdered or preserved milk unless a certificate is filed stating that such milk has been sold directly or the exporter and for export purposes. In order to secure such license the manufacturer must file a certificate setting forth the above point and also stating that the raw milk from which the finished product was made was purchased at prices no higher than the prices paid by other buyers in the territory in which the milk manufacturer's plant is located. The object of the certificate is to discourage speculators.

MAKING PEOPLT EAT ORANGES

The average consumer eats an orange every 8½ days, and a lemon every 28 days throughout the year. From 1910 to 1917 the consumption of citrus fruits has increased 77 per cent.

These interesting features appear in a pamphlet entitled, "Putting California's Citrus on the Map," written by Don Francisco, Los Angeles, Cal., Exchange, and which points out the possibilities still open to the trade in perfecting the distribution and increasing the sale of citrus fruits in all markets. "Advertising is only one phase of selling," says the writer, "and the advertising campaign must dovetail with the selling plan and conform to sales conditions."

Referring to the reason for the growing popularity of citrus fruit stress is laid on its health giving characteristics. It is pointed out that the average patient in hospitals, where food is served under the direction of experts, is served an orange every 3.2 days instead of only every 8.5 days as is the average consumer. Lemons are served every 6.07 days in hospitals instead of every 28. Through publicity it is aimed to make the general public understand the value of citrus fruits which is now not generally appreciated except by experts.

CEMENT FROM BEETS

A result of experiments in French factories is the production of an excellent cement as a by-product of beet sugar refining. The first step in the production of sugar from beets is boiling them. It has heretofore been customary to throw away as valueless the scum formed on the caldrons. But it has now been discovered that this scum contains large quantities of carbonate of lime. It is estimated that four thousand tons of the carbonate can be recovered from seventy thousand tons of beets. To this quantity of the carbonate one thousand one hundred tons of clay are added, the resultant product being a good cement. The beet-scum is pumped into large reservoirs and allowed to evaporate for a certain length of time before being mixed with the clay. It is then stirred or beaten for an hour before being fed into a rotary oven such as is used in making Portland cement.

"SUPER WHEAT" INCREASES PRODUCTION

Luther Burbank, the world's greatest scientific agriculturist has announced the perfection of a "super wheat" which is expected will do much toward solving the great problem of grain shortage. The yield is five times as much per acre as the average production throughout the country to-day and where 15 bushels are now harvested, 50 and 70 is the measure of the new variety. The promise of this achievement for a hunger-threatened world can scarcely be overestimated.

It is the product of ten years' extensive and expensive experimenting to combine into one wonderful new grain the best food qualities, hardihood and fertility of many strains of wheat selected from all parts of the earth. It has been carefully tested in comparison with 68 of the world's best wheats and excels every one in productiveness.

WHEAT PRODUCTION FOR 1917 IN TEN COUNTRIES

With practically all the large nations of the world crying out for grain and food supplies, and the eyes of the world directed towards the grain producing sections, some figures regarding the total grain crop of ten countries for the present year, are interesting. The International Institute of Agriculture at Rome has recently cabled the following details.

The 1917 production of wheat in Algeria is 29,715,000 bushels, or 101.9 per cent. of the 1916 crop, the 1917 production of barley in Algeria was 33,208,000 bushels or 92.3 per cent. of the 1916 crop. The 1917 production of oats in Scotland is given as 49,244,000 bushels and in Algeria as 18,946,000 bushels.

The 1917 production of wheat in Spain, France, Scotland, Ireland, Switzerland, Canada, United States, India, Japan and Algeria is given as 1,665,489,000 bushels or 103.3 per cent. of the 1916 crop.

The 1917 production of rye in Spain, Ireland, Switzerland, Canada, and United States is given as 89,950,000 bushels, or 110.7 per cent. of the 1916 crop.

The 1917 production of barley in Spain, Ireland, Scotland, Switzerland, Canada, United States, Japan and Algeria is given as 464,289,000 bushels, or 102.4 per cent. of the 1916 crop.

The 1917 production of oats in Spain, Switzerland, Canada, and United States, is given as 1,995.504.000 bushels, or 119.9 per cent. of the 1916 crop.

RUSSIAN SUGAR CROP

On the basis of official information received by the Russian Ministry of Finance toward the end of May, the U. S. Journal of Commerce and Industry, recently examined the prospects of sugar production in the coming season. The acreage sown to beets was reported to be 1,500,000 as compared with slightly over 1,700,000 in May, 1916. In normal conditions, on the basis of average sugar yield, the sugar output in the approaching season might be estimated at 1,373,400 short tons, but scarcity of labor, disorganization of transportation facilities, and unsettled political conditions are expected to result in a reduction of the best harvest and the delivery of beets to the factories. Including all reserves from previous seasons, the sugar available in the present year is estimated at 1,455,950 short tons. In view of the utmost reduction of sugar exports to Asiatic countries and the prohibition of the manufacture of candies and cakes, it is estimated that there will be a surplus of 108,000 short tons at the end of the present period to carry the country into the succeeding one. Taking everything into consideration, it is deemed prudent to reduce the estimates of production in 1917-18 to the neighborhood of 1,000,000 short tons. In this case the supply would not exceed 1,250,000 tons, whereas the consumption in 1915-16 amounted to more than 1,850,000 tons.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Feb. 12.—There were some advances noted in the market this week. Barbadoes molasses in bulk advanced to $1.05 a gallon, and is very scarce. Rolled oats readjusted to $4.75 for eighties. The local make of soap advanced from $6.15 to $6.95 per case. Cow Brand soda is 25c per case higher. Holbrook's vinegar advanced to $3.10 per dozen; Nestle's Food to $8 per dozen; Sapolio to $3.55 per case; H.P. sauce to $2.85 per dozen. Red Rose coffee advanced 2c a pound. Creamettes declined from $2.65 per case to $2.50. Roasted peanuts quoted at 19c to 21c per pound. No. 1 China rice, $4 to $4.25 per mat.

CALGARY:		
Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	1 05
Rolled oats, 80s	....	4 75
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1.	4 00	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large.	....	0 25
Butter, creamery, lb.	....	0 45
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case.	....	16 80
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 65
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case.	4 90	5 50
Corn, 2s, standard case	5 15	5 25
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case.	....	3 50
Strawberries, 2s, Ontario, case.	6 20	6 85
Raspberries, 2s, Ontario, case.	6 20	6 85
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 50
Salmon, pink, tall, case	....	8 50
Salmon, Sockeye, tall, case.	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	40 00
Navel oranges, case	4 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Feb. 12.—Beans have taken a big jump owing to the heavy war demand, and local quotations are now $6.60 per bushel for small white Japan. Rice also has increased in price, being quoted at $10 per cwt. to-day. Margarine is becoming scarce on the local market, but the demand is not heavy. It is wholesaling at 33c lb. Manitoba butter is on the market this week. Soaps have advanced about 60c case. Potatoes are higher at $1.50 per bushel.

REGINA—		
Beans, small white Japans, bu.	....	6 60
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	10 00
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large.	....	0 25½
Butter, creamery	....	0 45
Lard, pure, 3s, per case.	....	16 80
Bacon, lb.	....	0 42
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case.	....	5 25
Corn, 2s, standard case.	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case.	....	6 30
Raspberries, 2s, Ont., case.	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Feb. 12.—The St. John market is very seriously tied up owing to freight congestion and embargoes, and many shipments are being held back on all lines. These conditions are causing dealers a good deal of inconvenience and uneasiness. There are practically no supplies of flour available at the present time, and shipments are anxiously awaited. Rolled oats display a considerably stronger feeling, selling at $12.25 per case. Eggs are firmer at 47c to 49c. Margarine is easier, selling at present from 32½c to 33c. Canned apples are firm at $4.50.

ST. JOHN, N.B.		
Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 82	0 83
Rolled oats, bbl.	....	12 25
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white.	9 75	10 00
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case	0 47	0 49
Breakfast bacon	0 38	0 39
Butter, creamery, per lb.	....	0 47
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 32½	0 33
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 26	0 26½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 10
Raspberries, 2s, Ont., case.	....	6 00
Peaches, 2s, Ontario, case.	....	4 30
Corn, 2s, standard case.	....	4 80
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	....	4 50
Strawberries, 2s, Ont., case.	....	6 00
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 78	0 79
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon.	0 32	0 33
Apples, N.S., bbl.	2 50	6 00
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal., Messina, case.	7 50	8 00
Oranges, California, case	7 50	8 00
Grapefruit, case	5 00	6 00

MONTREAL PRODUCE MERCHANTS' ASSOCIATION

The Montreal Produce Merchants' Association have appointed their officers and executive for the year 1918 and CANADIAN GROCER has been given the following list of new officers:—President, H. H. Hodgson, Vice-pres., John Wilson, Treas., Arthur Vaillancourt and the additional executive committee is composed of A. J. Ayer, R. M. Ballantyne, Robert E. Graham and C. M. Thacker.

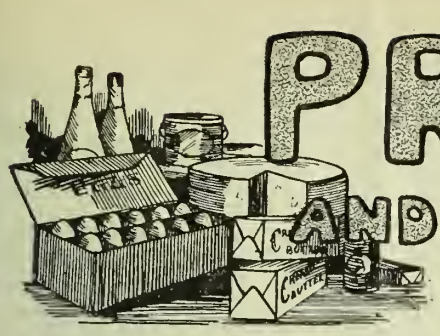
MERCHANTS NOTICE NO CHANGE

While "meatless days" are being observed by the hotels and restaurants of St. John and the food pledge cards were signed very widely by the householders, the provision merchants have been unable to detect any noticeable decrease in the consumption of beef in the city, according to a canvass of a number of leading merchants made this week.

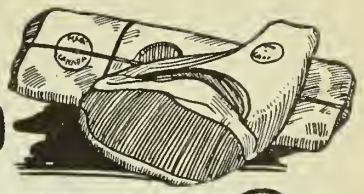
"For a week or two in October last, after the pledge cards were circulated, there was a drop in the sales," one dealer said, adding "Since then they have gone up again. It looks as if many of the persons who signed the cards have forgotten all about them. We are selling just as much beef to-day as we ever did, while the sales of ham, bacon and fresh pork are keeping up in spite of advanced prices."

Other dealers agreed with this summary of conditions, having found the same results in their own business, only one reporting any falling off in beef sales and he saying that it was too slight for serious consideration.

Hotel men in St. John have received from the food controller's office requests for estimates of the amount of meat saved by the recent regulations and are trying to arrive at the figures on which to base a report.



PRODUCE AND PROVISIONS



New Egg Standards to Become Effective

Government Suggestions Discussed at Produce Convention — This Year's Production of Eggs and Poultry Not Likely to Show Increase—Export Costs Equal 20c a Dozen—Margarine's Effect on Dairy Butter.

By a Canadian Grocer Staff Representative.

THE second day's session of the Canadian Produce Association convention brought to the fore some drastic regulations governing the packing and grading of eggs. Under the Live Stock and Produce Act, certain regulations as to grading and packing of eggs becomes effective. The suggested regulations come before the association, by the courtesy of the government, asking them for their comments and suggestions on these proposals.

R. J. McLean in introducing these regulations, outlined the difficulties that had faced the trade, in the constant inclusion of bad eggs received from the producer, a condition that had made the request of the Association for some protective legislation imperative. He pointed out that the heavy losses occasioned by the producer and early handler failing to take proper care of the product resulted in the heavy losses that gave ground for the laying at the door of the cold storage companies the charge of criminal wastage. In the matter of export too, he pointed out the necessity of a standard grade. If this grade were assured at the point of shipment, then in the event of products arriving in unsatisfactory condition, there would be a solid basis on which to found a demand for readjustment. There was some considerable discussion of these regulations, the contention being that the regulation was too drastic, that the discovery of one bad egg in a carlot would invalidate a whole car for shipment under that grade.

The Bad Eggs to Get a Scare

W. A. Brown, Department of Agriculture, Ottawa, in championing the proposed regulation, stated that what was aimed at was conservation. "The bad egg," he continued, "is going to get such a scare in the next six months that its name will be Dennis."

A number of suggested amendments to the terms of the act were made, but it was felt that the matter was of too much importance to be dealt with hurriedly so it was moved by R. J. McLean that the government be requested to allow the terms of the act to be left in abeyance for thirty days that those interested might have time to consider and discuss the matter and make such suggestions as they see fit, and that a copy of the amended act be sent to all the members of the association.

The proposed regulations are as follows. Certin curtailments are noted in italics.

The officers of the Canadian Produce Association for the coming year are as follows:—

President: J. J. Fee, Toronto.
1st Vice: E. J. Smith, Brockville.
2nd Vice: H. R. Gray, Montreal.
Sec.-Treas.: L. P. Marshall, Toronto.
Directors: R. B. Caldwell, Halifax; J. Emond, Quebec; A. W. Boyman, Ottawa; A. E. Bailey, Belleville; R. J. McLean, Toronto; H. B. Clemes, Toronto; T. J. Madden, Toronto; C. M. Thacker, Montreal; A. H. Dalrymple, Montreal; M. D. Lemon, Owen Sound; H. H. Fearman, Hamilton; J. R. McNabb, Dungannon; A. E. Silverwood, London; R. C. Hunter, St. Mary's; A. T. Duclos, Edmonton; T. J. Coyle, Winnipeg; A. W. Wilson, Winnipeg.

It was decided to hold the 1919 convention in Toronto.

A. E. SILVERWOOD

President and Managing Director of Silverwoods, Ltd., London, and retiring President of the Canadian Produce Association.

REGULATIONS RESPECTING THE GRADING AND MARKING OF EGGS

1. Eggs for domestic consumption or for export, but not including eggs intended for incubation, shall be classified and graded as follows:—

Class (1) **Fresh Gathered**—Eggs which have not been held under artificial refrigeration or subjected to artificial preservation.

Grade (a) **Specials**—Eggs of uniform size weighing over 25 ozs. to the dozen or over 47 lbs. net to the 30-dozen case; absolutely clean, strong and sound shell; air cell small not over 3/16 of an inch in depth; white of egg to be firm and clear and yolk dimly visible; free from blood clots.

Sub-grade (1) **Pullet Specials**—Eggs which have the quality of specials but which fall short in weight shall be known as pullet specials providing they weigh at least 23 ozs. to the dozen or 43 lbs. net to the 30-dozen case.

Grade (b) **Extras**—Eggs of good size, weighing at least 24 ozs. to the dozen or 45 lbs. net to the 30-dozen case; clean; sound in shell; air cell less than ⅜ inch in depth; white of egg to be firm and yolk slightly visible.

Sub-grade (1) **Pullet Extras**—Eggs which have the quality of extras but which fall short in weight shall be known as pullet extras providing they weigh at least 20 ozs. to the dozen or 37½ lbs. net to the 30-dozen case.

Grade (c) **No. 1's or Firsts**—Eggs weighing at least 23 ozs. to the dozen or 43 lbs. net to the 30-dozen case; clean; sound in shell; air cell less than ½ inch in depth; white of egg to be reasonably firm; yolk may be quite visible but mobile, not stuck to the shell or seriously out of place; air cell not necessarily stationary.

Grade (d) **No. 2's or Seconds**—Eggs clean; sound in shell; may contain weak watery eggs and eggs with heavy yolks, and all other eggs sound in shell and fit for food.

(Amendment omitted the word "clean")

Class (2) **Storage or Preserved Eggs**—Eggs which have been held under artificial refrigeration at a temperature of 40° or less, or subjected to any process, liquid or otherwise, intended to preserve their quality.

(Amendment set temperature at 35° or less)

Grade (a) **Extras**—Eggs of good size, weighing at least 24 ozs. to the dozen or 45 lbs. net to the 30-dozen case; clean; sound in shell; air cell less than ⅜ inch in depth; white of egg to be firm and yolk slightly visible.

Grade (b) **No. 1's or Firsts**—Eggs weighing at least 23 ozs. to the dozen or 43 lbs. net to the 30-dozen case; clean; sound in shell; air cell less than ½ inch in depth; white of egg to be reasonably firm; yolk may be quite visible but mobile, not stuck to the shell or seriously out of place; air cell not necessarily stationary.

Grade (c) **No. 2's or Seconds**—Eggs clean; sound in shell; may contain weak watery eggs and eggs with heavy yolks, and all other eggs sound in shell and fit for food.

(Amendment omitted the word "clean")

Class (3) **Cracked and Dirty**—Eggshells of which have been checked or broken. Eggs smeared or damaged in shell but fit for food.

Grade (a) **No. 1's**—Eggs weighing at least 23 ozs. to the dozen or 43 lbs. net to the 30-dozen case; air cell less than ½ inch in depth; white of egg to be reasonably firm; yolk may be quite visible but mobile, not stuck to the shell or seriously out of place; air cell not necessarily stationary.

Grade (b) **No. 2's**—May contain weak, watery eggs, eggs with heavy yolks, and all other eggs fit for food.

(Amendment suggested the omission of the two grades)

2. Every case containing Canadian eggs intended for export out of Canada shall be marked *on both sides* in a legible and indelible manner, *with letters not less than one inch in height*, the class and grade of eggs contained in it, and the words "Canadian Eggs" *in block letters not less than two inches in height;* and every case containing eggs that are to be shipped from one province to any other province in shipments of three hundred cases or more (hereinafter called car lots), shall be marked *on both sides* in the same manner with the class and grade of the eggs contained in it. *No other brand or mark shall be placed on any case without the approval of the Minister of Agriculture.*

(The amendment provided for the elimination of italized phrases)

3. Canadian eggs for export shall be packed in Canadian standard cases, in new white fillers and flats, with kiln dried excelsior or corrugated cushions at top and bottom, or one-third fillers on bottom with flats over top and under bottom fillers.

4. Canadian standard cases shall be made to contain thirty dozen eggs, *and shall be twenty-seven inches long, thirteen inches wide and fourteen inches deep, outside measurement, with a partition in the centre.* They shall be made of clean, dry odorless wood. The ends and central partitions shall be not less than three-quarters of an inch thick, and the sides, top and bottom not less than *three-eighths* of an inch thick, and the cases shall be constructed with an opening at least one-half inch wide along the full length of each side for ventilation.

(Amendment omitted the italicised sentence)

5. Cases containing Canadian eggs in lots of twenty-five cases or more intended for export, and eggs in carlots intended for shipment from one province to another province shall not be shipped until they have been marked by an inspector.

6. The mark of approval to be placed on each case shall consist of the Maple Leaf and the words "Canadian Eggs," "Government Inspected," together with the Inspector's number.

7. Before the Government mark is placed upon any case the inspector shall draw samples of at least five per cent. of the cases to be marked and shall examine at least one-half of the eggs in each case. The inspector shall satisfy himself that the samples taken are representative, and may take any further samples and make any further examination that he deems necessary.

8. No cases containing eggs will be marked with the Government mark unless the warehouse or rooms in which the eggs are held are in a clean and sanitary condition, and further, no cases will be marked unless suitable accommodation is provided for inspectors to make the necessary examination, such accommodation to include a dark room, facilities for candling, and such fittings as may be required to insure a proper examination.

9. No person other than a duly appointed inspector shall apply any Government mark to any cases containing eggs.

10. Collectors of customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada that are not marked in accordance with these regulations.

11. These regulations, in so far as they effect export shipments, shall come into force as soon as they are published in the "Canada Gazette," and in so far as they affect shipments from one province to another province shall come into force on June 1st, 1918.

A Hen Per Acre

In speaking on the subject, "The outlook for increased egg and poultry production," W. A. Brown, Ottawa, stated: "Last year, increased production was strongly urged. A hen per acre was the idea set before the country, and the response was very satisfactory. Then came the question of where the feed was to be obtained for the poultry. So great was the difficulty that there has been a separate bureau for feed purchase. Every source has been tapped, and the available quantity of feed is pretty well known and the prospect is not of the highest and on this prospect is dependent the productivity in poultry and eggs. Farmers are now being urged to grow their own seed. Increase in production in this line is imperative if poultry is to be increased. So it does not seem wise to urge the people to greatly increase their flocks.

We had depended on the American corn crop but the unprecedented tie up of freight has practically shut us off from this source.

Efficiency in Production and Conservation the Remedy

The crux of the situation then is efficiency in production; the maximum of production of each individual hen, that is the only way in which to get an increase.

The next way is in conservation. "The wastage of eggs in Canada is scandalous," Mr. Brown averred. "Production," he continued, "affects only the producer, but conservation affects every agency that deals with eggs.

Spread in Prices a Destructive Element

We want a maximum product in 1918. To do this we must overcome the high peaks and low drops of 1917. We must have a more staple price that will encourage the producer in production, but not so high as to prevent a reasonable movement."

The Egg Must Compete With the Hog

Prof. W. R. Graham, O.A.C., Guelph, also urged the elimination of wastage as the only way of increasing egg production.

"In order to have as much for export as we had last year," he stated, "we will have to eliminate the wastage, and that means co-operation between all handling activities. You must speed up the period between production and the time the eggs get to the cold storage.

"It is impossible to feed a hen at a price for feed alone of less than 25 cents a month, and the moment eggs go down below the cost of production, then the bulk of production will decrease.

"Sheep, hogs and beef have increased 100 per cent., but eggs haven't and the farmer knows it, so the hog has the advantage. The more hens that are kept on the farm, the more they become competitors of the hog, and so you can anticipate how well the hen can be fed unless the price of eggs increases.

"In proportion to other foods, eggs are cheaper than they were prior to the war. People do not realize this probably because of the remarks of W. F. O'Connor.

Mr. O'Connor's Statement Unjustifiable

"A year ago a car of feed cost $900, to-day it is $1,750 a car, and the price of eggs has not doubled.

"It's a strange thing that wheat is the cheapest thing to feed a hen. We know that when we feed wheat to the hens it is starving someone across seas. But it's hard bucking against the stream just the same. I fancy that before long, however, that it will not be possible to feed wheat to hens. Our cost of production at the O.A.C. is 50 cents a dozen, but the average cost would be $1.13 a dozen."

In response to a question Prof. Graham expressed his opinion that W. F. O'Connor's statement that the price of eggs was too high was unjustifiable.

E. M. Reaney, Toronto, stated in regard to the grading of butter that there was nothing more important to the trade than the system of government grading of butter. "The difficulty in the past has been," he stated, "that we have been paying a No. 1 price for a No. 2 article, and you can't build business that way. The only way that the best results can be obtained is by the buyers using their influence to give the preference to the graded article."

Frank Hern, London, in introducing the subject of the method of buying cheese for export for the British Government and questioning whether the regulation of the buying price was satisfactory, urged the need of increased cheese and butter production because of the indirect effect of this production over other important food articles.

"The cheese and butter industry should receive every encouragement," he stated, "because it should have a very material effect in encouraging the production of beef, as the by-products of cheese and butter making were the very best pro-

ducts for the feeding of young cattle, and consequently the development of the cheese and butter business will ensure the production of cattle, a matter of such great importance during the course of the war, and probably for years to come."

Thought Set Cheese Price Worked for Benefit of Larger Dealers

A. E. Bailey, Brockville, stated that because of the setting of the price on cheese a number of the smaller dealers had been shut out of the business, and he thought that the regulation had worked a hardship to buyers outside Montreal, who were not in a satisfactory position to get space for shipment. He urged that men who were in the trade should not be on the Cheese Commission.

Too High Prices in the Country the Reason

C. M. Thacker, Montreal, stated that he did not believe that the smaller merchants had been put in a position of disadvantage. Difficulties of transportation necessitated in many cases the holding of cheese. Everyone got the same figure, and he did not think that any discrimination was shown, and if merchants lost money it was probably because they paid more money than could be obtained for the product. One reason for delays had been the fact that a minimum of 500 cheese were necessary before they could even be tendered to the Commission. "It might be advantageous, he thought, if this restriction could be modified."

T. J. Coyle, Winnipeg, introduced the question of whether there would be a surplus of butter for export in 1918.

"The campaign for conservation and production is having its effect," he stated. "The western provinces would show an increase in butter production, despite the material increase in the amount of land under cultivation for grain."

Mr. Coyle urged strongly the need of graded butter, and pointed out that it was a dealer's problem. The buyers were the people, he believed, who could bring about these better conditions.

Mack Robinson, of Belleville, president of the Canadian Creamery Men's Association, suggested the appointment of a Dominion-wide dairy council, which would have control over all the different activities in connection with this trade. He thought that some co-operation in this line would tend to the promotion of better conditions.

Margarine an Advantage to the Farmer

J. W. Atherton, of the William Davies Co., Toronto, thought that the introduction of margarine was a matter of great importance to the trade. "Margarine has come to stay," he said, "though for the time licenses have been refused. It will actually be of advantage to the farmer in that it will cut out the handling of inferior grades of butter, and farmers who have been in the habit of putting up an inferior grade will ship their cream to the creamery instead. Though many carloads of margarine have been brought in," he continued, "the supply is not equal to the demand. Over 50 per cent. of dairy butter is not fit for table use, and the introduction of margarine will have the effect of improving this condition."

R. J. McLean, the Bowes Co., Toronto, also held that the introduction of margarine would be of benefit to the dairies. The production of dairy butter of poor grades, he claimed, was an actual loss to the country, and the introduction of margarine would have a tendency to force the cream to the creameries, where facilities were obtainable for the production of a good grade stock. The farmers, too, were beginning to use margarine, and, therefore, they would be unlikely to produce inferior butter. Moreover, he urged, if margarine comes in regularly it means that there will be that much more butter available for export to the Allies.

When we get back to normal conditions people will consider butter as cheap, and the butter maker need not fear any curtailment of butter demand.

Mack Robinson, of Belleville, took exception to this idea. He urged that the introduction of margarine would be injurious to the production of food, because it eliminated the by-products of butter production. One cause of the high price of butter, he urged, was that the introduction of margarine had discouraged the farmer, who was not producing the amount of cream he had formerly produced.

Margarine Finds a New Market

W. S. Moore, of W. S. Moore & Co., Chicago, drew on the experience of the United States with the product to point the case that margarine did not take the place of butter, but found a new market. "When you want to sell margarine," he said, "you have to find customers, for no man who can afford good creamery butter will ever be a consumer of margarine. But in the larger cities there are a large number of people who have ceased to use butter. Having ceased anyway, what they do after has no effect in butter prices.

"There are other people who cannot get good butter—mainly in rural communities. They demand something better than the poor dairy butter that is available, and probably 50 per cent. of margarine is being sold in the rural communities. The market, therefore, for poor dairy butter is not so good, so the farmer seeks an outlet for his cream at the creameries, where he gets a better price, and consequently is encouraged to increase his herds.

"If laws are such that margarine must be sold for what it is, it will find its own market and will not affect the butter industry."

Not Opposed to Dairy Butter

C. M. Thacker, Montreal, feared that from the discussion an impression might get abroad that the association was opposed to dairy butter. That was not the case. The association wanted a larger production of dairy butter, but dairy butter of a good quality.

A paper read for H. R. Gray, of Montreal, who was unable to be present, dealt with the question of whether it was advisable to buy prints from country creameries.

He objected to the practice because there was a shrinkage and loss of shape in shipping, something that was not noted when prints were cut from solids. The doing away with this practice would result in a saving in boxes. Mr. Gray urged that all purchases from local creameries should be made in bulk.

John J. Fee opposed this contention with his accustomed vigor. He had found that the buying of prints had been satisfactory. He was satisfied that by buying fresh creamery prints the buyer got the best butter and, moreover, got what he wanted.

L. P. Marshall stated that his experience had been that the majority of retailers preferred butter printed at the creamery. The gathering generally was divided about 50-50 on this question.

Will Cost 20c a Dozen to Export Eggs

H. R. Gray, Montreal, spoke of the relation of the allied buying condition on the production of eggs, butter and cheese for export.

Mr. Gray stated that there had been an export of 132,000 cases of eggs during the shipping months. The cheapest rate for the coming season would be 20c per cubic foot, or 16c for freight, while marine insurance would bring it to 20c a dozen. He urged the selling of eggs through the British Buying Commission and the arrangement of a buying price at the port of shipment in Canada.

"It looks like a year's holiday," remarked F. F. Whyte.

New Egg Standards Will Facilitate Selling

W. A. Brown stated that he had been in conversation with one of the British Buying Commission and had not found him particularly sympathetic.

Mr. Brown's announcement of the standards for eggs stated that it had changed the complexion of matters, and he did not think there would be any difficulty in disposing of all the exportable surplus.

R. J. McLean pointed out that the freight from interior points would add another 11c without leaving anything in the matter of profits for the dealer. He again urged the imperative necessity of eliminating the element of waste and so curtailing the cost.

J. W. Atherton, Wm. Davies Company, Toronto, in urging the advisability of an official weighmaster at Toronto and Winnipeg, explained the difficulties that arose through short weight butter shipments and strongly urged the need of such an official.

T. J. Coyle, Winnipeg, stated that the Manitoba creameries were instructed to give 56½ pounds net to the box. This had obviated any difficulty of short weight, and from the dealers' standpoint the appointment of a weighmaster was eminently satisfactory.

Mr. Atherton moved that the Government be asked to appoint an official weighmaster for Toronto, or failing this, that the new executive be empowered to bring in some alternative suggestion.

C. M. Thacker, in speaking of the establishment of exchanges in Montreal, stated that no definite action had been taken in the matter.

T. J. Coyle, Winnipeg, reported a similar situation in Winnipeg.

It was moved that the original committees be urged to further consideration of the matter.

The Banquet a Great Success

The banquet which was held in the Tecumseh House on Tuesday evening was a great success.

Dr. James W. Robertson, former Dominion Trade Commissioner, in addressing the gathering, said: "If we do not win it will not be for want of men or munitions or money. In brief, if we are to win we must keep the allies supplied with food. If once we understand we shall need no persuasion. A Canada that understands needs no impelling.

"You have," he said, "gathered here, I presume, to consider how to improve your business, how to prevent waste, how to avoid loss and possibly how to increase profits. Cut that last item out until we have won the war.

Produce Men Have Rendered Real Service

"The men who handle the food supplies of Canada do not stand well in the esteem of the public at the present time; you do not need me to tell you that, but in my esteem," continued Dr. Robertson, "the produce men of Canada have rendered a very real service in these times of stress and can continue to do so, and it is for you to consider if it is not part of your duty to help the people to understand what you have done and what you are doing. You must conserve your good name, which has been put in jeopardy because the people do not understand the nature of the work you do. It is part of your duty to let the public know that you are contributors and show them how you serve the producer and the consumer by caring for the supplies of food so that there may be no loss and no extra profits. Such action will restore the necessary confidence in each other."

Dealing with the crop question, the speaker said that in his opinion the huge crops of 1915 hid the danger which had developed owing to the shortage of 200,000,000 bushels of wheat on our side in 1916. This shortage, along with 15,000,000 men taken from production to repel the foe in France, meant that there would not be enough food to go round next winter and thousands would starve.

No Escape Except by Economy

"There is no escape," declared Dr. Robertson, "unless along with our efforts for increased production there is strict economy and a shifting of consumption from the things needed to feed the people in Europe to other products. We must save to win."

Dr. G. C. Creelman, Commissioner of Agriculture, dealing with the subject of greater production, said: "We must practice as well as preach a much greater degree of economy than has prevailed during the past few years. At the present time there is an estimated waste of 25 per cent. in foodstuffs. This would feed an army of 100,000 men. Hitherto we have not been used to stopping to think of what we shall eat or not eat. We have suited the idea or desire of the moment without regard to the necessity of saving. But the demand not only for increased production but for actual saving has become too imperative to be longer unheeded."

Produce Committee Will Regulate Produce

Meet to Formulate Plans For Conducting Business Under License—Food Controller States There is Nothing Destructive in New Regulations

THE produce committee appointed by the food controller, to formulate regulations to govern the handling of produce under the new licensing system, met in Ottawa last week.

The following are the members of the committee: Arthur J. Hodgson, Montreal; William Flavelle, Lindsay, Ont.; F. M. Moffat, Toronto; Blake Wilson, Vancouver; T. A. Elliott, Winnipeg; R. M. Ballantyne, chairman, office of Canadian food control.

The speech of the new food controller on the occasion of the first session showed that he did not share with his predecessor a horror of the so-called "unnecessary middleman."

Mr. Thomson, in addressing the committee, said:

"The general idea of this conference is to get the men interested in the business of handling produce together, and then to put the question of regulating their business under the license system up to them. You know the general facts. You know the European situation and we needn't take up any time with that. We want you to examine this situation as far as the produce business is concerned. You, as wholesalers, have a recognized function in this business to perform.

Nothing Destructive in New Regulations

"There need be no idea that we are going to be destructive in our regulations under the license system. This system of licensing is the least destructive of any. It gives business a regulating control which is the best thing that can happen to it. The license system is destructive of illegitimate trading, speculation, profiteering, etc. It eliminates a lot of useless parasites who make unnecessary profits, take unearned increments and perform little or no service at all. They go into a produce raising district, sit on a chair in the barroom and buy all the apples, all the eggs or all the potatoes they can get hold of, and when the legitimate dealer comes along, they simply hold him up. Such a man is no good to the country, to the state, to business. He disturbs conditions, makes the farmers suspicious about being done up, makes it harder for the legitimate dealer to do business with them.

The Farmer Needs the Middleman

"The farmer can't peddle his stuff in a large city, nor can the stuff from a large producing district be distributed in that primitive way. The produce man has his machinery for doing business, his plant, his bookkeeping system, his collecting system, etc. He performs a necessary and useful function.

"Now, as regards regulating your business, I have simply asked you here to sit down together and discuss what regulations are best for all parties. You know the best ways of regulating your business. In conjunction with Mr. Ballantyne, you will consider what are the proper, fair, equitable regulations for the produce business, endeavoring to eliminate profiteering and speculation, and to put your business on a sound footing.

A Legitimate Function for a Legitimate Profit

"You are performing a legitimate function for a legitimate profit. It is necessary that we get public confidence. You know the condition of the public mind to-day. Every man trading in foodstuffs is put down as a first class pirate. Statements of the yellow press and of others have been encouraging that belief. It is impossible for the private individual to know what the facts about a business really are. In the business world to-day, with the abnormal attention paid to the machinery of distribution, owing to the conditions imposed by the war, it's just as if the curtain had gone up and the people were seeing the show for the first time. They are ready to believe anything. This license system is the only way to stabilize their minds and satisfy them you are doing business in a legitimate way. As you are performing a proper function in trade, you should, of course, be paid for it. I hope the result of this committee's regulations will be to cut out all the wild talk of profiteering and excess profits. I hope, with Mr. Ballantyne, you will go into the business and formulate workable regulations."

In reply to a question, Mr. Thompson said that the committee would consider not only the wholesale produce trade, but regulations governing manufacturers of butter, cheese and other produce, and regulations for the retailers of produce.

"We think that you as wholesalers, between the manufacturer and retailer, will be well able to formulate regulations governing the whole trade. All will have to be licensed—manufacturers, wholesalers and retailers. This committee can recommend regulations for all, and then we will call representatives of the other branches together, one group at a time, and will put these regulations up to them for their consideration and

(Continued on page 47)

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

THE item of greatest interest during the week was the intimation received in some quarters that further supplies of margarine stand some chance of being allowed to come forward from the United States. While permits have not been definitely granted, some commission houses have been given to understand that there is a possibility they may be allowed to come forward. Supplies of cottonseed oil that are coming forward are still limited, as the United States is keeping a tight rein on export of this commodity.

Butter market is one of firmness, with an upward tendency in storage grades of creamery solids. Dairy prints were also in firmer tone. Purchases of Western butter have been made for the Eastern market at high prices, which will mean higher prices when these supplies arrive. Storage eggs are in firm market, with new-laids continuing to increase. Price of new-laids, however, is still at too high a level to insure free consumption. With the coming of milder weather production will increase rapidly, and prices will, in all probability, show a lower range.

Poultry supplies reaching the market have been light, being confined mostly to spring chickens and some live hens. There is an excellent demand for fish now that the Lenten season is on. Wholesale dealers are having difficulty in getting certain lines of fish, such as whitefish, trout, lake herring and pickled sea herrings. Oysters continue to be scarce, with a good demand. Meats of all kinds held in steady market. Trade has been restricted during the week by reason of the break caused through the heatless days.

Live HogsEasier With Light Receipts

Montreal.

PROVISIONS.—The receipts of live hogs have been light for the past week, and while there has been firmer prices by about 50c per hundredweight there has been little improvement in conditions. Sales are being made at $20 per hundred for live, while dressed are ruling at from $26 to $27. Lower prices, say the abattoir men, are expected to rule as soon as deliveries can be effected more promptly. Cooked and cured meats are firm and steady with a meats are firm and steady with a cent higher spread for cooked hams, all other prices holding firmly as follows:

Hogs, dressed—		
Abbatoir killed	26 50	27 00
Hogs, live	....	20 00
Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	....	0 44
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb	0 44	0 46
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½

Lard Holds Firmly And Sales Are Larger

Montreal.

LARD.—The demand for lard has increased very considerably. This is a definite result of the increasing shortage of margarine, and while there have been no price changes, the market holds very firm and sales are good. The supply is ample for the immediate demand but this will probably be even shorter if the present conditions with regard to margarine are not relieved.

Lard, Pure—		
Tierces, 400 lbs., per lb	0 29½	0 30
Tubs, 60 lbs.	0 29¾	0 30
Pails	0 30	0 30½
Bricks, 1 lb., per lb.	0 31	0 31½

Half A Cent Advance Is Made In Shortening

Montreal.

SHORTENING. — Little encouragement manifests itself with regard to the deliveries of cottonseed oil, and there is a consequent and definite effect in the price of shortening which has shown an advance in some quarters of half a cent. per pound. Even at this the market is ruling strong, and with margarine less of a factor as a competing line the demand has increased a great deal. Prices are as follows:

Shortening—		
Tierces, 400 lbs., per lb	....	0 26
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb	....	0 26½
Bricks, 1 lb., per lb.	0 26	0 27¾

Some Storage Eggs Due To Arrive From The West

Montreal.

EGGS.—Supplies of storage eggs are very small, say dealers. A few cars are due from the West and are looked for in a short time. This will relieve the situation to a certain extent. New laids are still scarce but it is thought that there would be a better delivery from certain points if the traffic were freer. Prices are well maintained with a slight advance in the price of selects and No. 1's in some quarters.

Eggs—		
New-laid (specials)	0 65	0 70
Selects	0 52	0 54
No. 1's	0 48	0 50
No. 2's	....	0 45
Fall eggs	0 56	0 58

Margarine Marked Out With Some Jobbers

Montreal.

MARGARINE.—So acute has the shortage of margarine become with many of the wholesale provision men that they have little desire to make any quotations. It is said that the supply is very light and that there will be but slight quantities available within a very short time. Prices are maintained, though unchanged. Shortage of margarine has greatly stimulated sales of lard and shortening.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Prices Are Firm But Demand Smaller

Montreal.

BUTTER.—While the price of butter holds firmly, with a slight advance in one quarter, the demand is just a little quieter. Fair amounts are passing out, however, and little complaint of the volume of business is made. Supplies are acknowledged as shorter, and from the West but a few lots have been received. It would seem that the available supplies from sources that have been contributing other seasons will be much less than in previous seasons.

Butter—		
Creamery prints, storage	0 50	0 51
Creamery solids, storage	0 49	0 50
Creamery prints (fresh made)	....	0 49
Creamery solids (fresh made)	....	0 48½
Dairy prints, choice	0 41	0 42
Dairy, in tubs, choice	....	0 39

Little Live Poultry And Frozen Is Scarce

Montreal.

POULTRY.—Altogether there is not a heavy supply of poultry available, either of the storage or fresh killed. Of the live there is very little to hand from outside points, shipments being almost nil. Comparing the situation with that of a year ago there is said to be a lighter supply all around. Even in the United States stocks are reported lower. Prices are firm, but these are held unchanged as follows:

		Dressed
Poultry—		
Old fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	....	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 37
Geese	0 27	0 28

Cheese Sells Slowly With A Few Lots To Hand

Montreal.

CHEESE.—A few lots of cheese have been received from Ontario which is of the fodder variety and finds its way on the local market to a great extent. Supplies are none too heavy and the prices are unchanged. Some 32,000 boxes still await export by the Cheese Commission which will probably go forward as fast as transportation can be secured.

Cheese—		
Large (new), per lb.	0 22½	0 24
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Big Sales of Fish Expected During Lent

Montreal.

FISH.—The fuel conservation order has caused the fish dealers some inconvenience owing to the fact that Lent was so near when the enforced holidays were decided upon. The several days before Lent are usually the busiest of the whole year. Prospects are bright for brisk selling for several weeks from this time forward. Generally speaking, supplies are reported to be somewhat light. Prices hold well with a higher range for smoked haddies, herring, cod and kippers. Sea trout are easier from 50 cents to $1 per bbl. Shrimps, halibut and lobsters are firm. Dealers feel that there is a better demand for fish, which has resulted from the wide advertising done by the Government and in other ways. Demand has been better for the lower-priced varieties.

SMOKED FISH.		
Haddies	0 14	0 16
Haddies, fillet	0 18	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50
SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 50	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.		24 00
Do., tierces	....	34 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	9 50	10 00
Green Cod, No. 1, per bbl.	....	14 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.		22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	16 00
Do., half barrels	....	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16
SHRIMPS. LOBSTERS		
Lobsters, medium and large, lb.	0 50	0 60
Prawns, lb.	....	0 38
Shrimps, lb.	0 30	0 35
Scallops		4 00
Herring, large sea, lb.	....	0 07½
Do., frozen lake, lb.	....	0 06
FRESH FROZEN SEA FISH.		
Halibut	21	22
Haddock, lb.	08½	09
Mackerel	14	15
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 50	5 00
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	2 75	3 00
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	15 00
3 gal. (wine) cans	8 00	9 00
1 gal. (wine) cans	....	3 00
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 11	0 12
Steak cod	0 12	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 15
Mackerel, per lb.	....	0 14

Meats Quiet; Hogs Are Firmer

Toronto.

PROVISIONS.—The market for meats held in a steady position so far as change is concerned. Demand has been somewhat light owing to the break in trade caused through the enforced holidays. There is a firmer tendency to barrel pork. Live hogs were also in firmer market on Tuesday following light arrivals, prices being higher by 50c per hundred pounds.

Hams—		
Medium	0 32	0 33
Large, per lb.	0 27	0 30½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 42	0 49
Bacon—		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 40
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 45	0 50
Shoulders, roast, without dressing, per lb.	0 40	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	57 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed, 70-100 lbs. weight	....	27 00
Live, off cars	....	19 25
Live, fed and watered	....	19 00
Live, f.o.b.	....	18 25

Ray Of Hope In Margarine Situation

Toronto.

MARGARINE.—There is a slight ray of hope that further supplies of margarine may be permitted to come forward from the United States. Commission have received intimations during the week that there is a possibility that the United States Department of Food Control may release additional supplies for shipment into this market. Nothing definite in the way of actual permits has yet developed, but there is some encouragement given that such may take place. Supplies in the local market were very light and prices in certain instances were higher by 1c per pound for the best grade.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 38
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Shortening Market Holds In Firm Tone

Toronto.

SHORTENING.—There is a firm market for shortening in view of the light supplies available. Manufacturers have been unable to get the quantity they would like to take care of their requirements. Some of the large manufacturers are not quoting in the market as their receipts of cottonseed oil have not been sufficient to take care of their manufacturing requirements. Prices held firm at 25½c to 25¾c tierce basis.

Shortening, tierces, 400 lbs., lb. 0 25½ 0 25¾
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Demand For Lard Is On Increase

Toronto.

LARD.—Demand for lard is on the increase, due in large measure to the restriction of supplies of shortening and to embargo that has prevailed against importation of margarine. People in many instances had taken to use of margarine in place of lard and shortening when supplies were coming freely from the United States. Now that there has been a restriction of these supplies they are turning again to lard. Prices were firmer and showed an upward tendency by ½c per pound.

Lard—		
Lard, pure tierces, 400 lbs., lb.	0 29	0 29½

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Storage Butter And Dairy Butter Higher

Toronto.

BUTTER.—There is a strong market for storage butter, particularly storage solids and prices were 1c to 1½c higher during the week. Dairy prints of choice variety showed an upward tendency, lower quotations of last week having disappeared. Firmness in butter market is induced by dwindling supplies of storage commodity and increased demand occasioned through short supplies of margarine. Some western butter has been purchased to come into this market and at prices that will necessitate higher quotations than those now prevailing.

Creamery prints, fresh made	....	0 51
Creamery solids, fresh made	0 49	0 50
Creamery prints, storage	....	0 50
Creamery solids, storage	....	0 49½
Dairy prints, choice, lb.	....	0 40
Dairy prints, lb.	0 35	0 36

Western Eggs Are Rolling Toward East

Toronto.

EGGS.—Supplies of western eggs are on the way to the east but difficulties in

transportation have operated to hold up the delivery. Storage eggs in the local market were very scarce during the week, some of the large houses being entirely out of stock. Production of new-laid eggs is increasing but prices are still too high to encourage free consumption. With milder weather for a period of time there would be a rapid increase in production. In some quarters prices were slightly lower, being quoted at 62c to 65c for new-laids in cartons and 60c to 62c for new-laids loose.

Eggs—		
New-laids, in cartons	0 62	0 65
Do., loose, doz.	0 60	0 62
Storage, selects, ex-cartons	0 52	0 54
Storage, No. 1, ex-cartons	....	0 50

Cheese Market Maintains Steadiness

Toronto.

CHEESE.—There was a steadiness to the cheese market during the week. Prices were maintained at the basis of recent weeks. Consumption of cheese in the local market is not heavy, not as heavy in fact as its comparative cheapness should warrant.

Cheese—		
New, large	0 22½	0 23½
Old, large	0 23	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry Arrivals Still Very Limited

Toronto.

POULTRY.—Arrivals of poultry are confined mostly to Spring chickens and a few live hens. Receipts are not heavy, weather conditions being against them. Prices were firmly maintained during the week. Ducks, geese and turkeys are a negligible quantity these days, as there is very little demand for them except for restaurant trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	0 25- 0 27	0 33- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.	0 26- 0 27	0 26- 0 27
Hens, under 5 lbs.	0 23- 0 25	0 22- 0 26
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 30
Chickens, under 4 lbs.	0 23- 0 25	0 26- 0 28
Squabs, dozen	4 50	....

Prices quoted to retail trade:

Hens	$0 28-$0 30
Ducks	0 30- 0 32
Chickens	0 30- 0 32
Do., milk-fed	0 33- 0 35
Turkeys	0 36- 0 40
Geese	0 20- 0 27

Pickled Herring Up; Fish Demand Good

Toronto.

FISH, OYSTERS.—With the Lenten season on there is an excellent demand for fish. Wholesalers are finding their operations restricted to a certain extent through a shortage in certain lines of fish. Whitefish, trout, Lake Superior herring and pickled sea herring have been in light supply. Pickled herring showed a higher tendency during the week, prices ranging from $10.75 to $11 per barrel. There is a wider range on Qualla salmon, prices quoted being from 12½c to 15c per pound. Likewise red Spring salmon showed a wider range from 21c to 25c per pound. Headless and dressed haddock were firmer at 9c to 10c per pound. Frozen sea herrings were quoted firm at 6c per pound. Flounders showed a narrower range. Demand for fish is reported to be increasing as people are coming to realize that it makes an excellent diet.

SMOKED FISH.		
Haddies, per lb., new cured	0 14	0 15
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 15	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 65
Digby herring, skinless, 10-lb.	....	2 25
Salmon snacks, 10-lb. boxes, lb.	....	0 22
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	....	4 50
Strip cod, lb.	....	0 12
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb.	....	0 11
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs.	....	....
Labrador salt herring, barrels	10 50	10 75
Do., half barrels	5 25	5 50
Herring, pickled, keg 100 lbs.	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	....	0 20
Haddock, headless and dressed, lb.	0 09	0 10
Herrings, frozen	....	0 06
Steak, cod, lb.	0 09½	0 10½
Haddock, market, lb.	0 09	0 10
Cod, market, heads on, lb.	0 09	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	0 08	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 16	0 17
Do., No. 2, lb.	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	0 05	0 06
Herring, Lake Erie, pan frozen.	0 08	0 09
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	....	....
Mullets, frozen, lb.	0 06½	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	10 00	12 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Margarine Expected For Another Month

Winnipeg.

MARGARINE.—Supplies are expected this week by some houses, and they are even expecting further shipments. While there is an embargo on margarine, some United States shippers secured licenses to ship block quantities. Thus supplies will be coming through for some time to come, unless the United States Food Control rescind their order. If they do not, margarine will be on the market for a month.

Whitefish Big Seller; Prices Remain Steady

Winnipeg.

FISH AND POULTRY.—Dealers state that the outlook is not for lower prices. Quotations on lake fish are controlled by the Food Controller and will likely hold out until the end of the winter season. The big seller to-day is whitefish, which is very popular. There is also a big demand for salmon and halibut.

Lemons Down To $8.50; Parsnips Up To $4.50

Winnipeg.

FRUIT AND VEGETABLES.—Potatoes are reported by dealers to be very scarce, but are still bringing the same prices, i.e., $1.25 for Albertas and $1.50 for Ashcrofts. Tomatoes are still scarce, and the only line offering is Cubans at $8.50. Parsnips are reported scarce, and have advanced 50c per bag, being now $4.50. The market for vegetables, taken all round, is very quiet, as they are hard to get. The biggest demand is for celery. There will be new California celery this week, the price being the same, i.e., $6.50 to $7 per crate of 100 lbs. Fruit—The orange market is as firm as ever, but the supply is much better. There is no danger of them getting cheaper at the moment, and they are liable to go higher. The lemon market, on the other hand, is down, and they are to-day offered at $8.50 per case.

PROVINCE COMMITTEE WILL REGULATE PRODUCE INDUSTRY

(Continued from page 44.)

endorsation. Men who comply with the law under the license system will have something to protect in holding a license, and something to lose. The closer we can get all these branches of the business to synchronize, the better for this office. We don't want to coerce anybody. We want the best elements in the trade to regulate the trade."

Mr. Ballantyne asked whether control or regulation of profits was included in their instructions.

A Pre-War Profit Not Profiteering

"The question of profits will be a thing for you gentlemen to consider," replied Mr. Thomson. "I consider anything not in excess of a normal pre-war profit legitimate and not profiteering. Some people will say that profit should be cut out altogether. I don't see how you can get along without profit. Without profit, where is the revenue of the country to come from? You all know there are some men who contribute not one cent of taxes, but they have to buy goods from the grocer and other dealers The grocer makes a profit out of him and the grocer pays a war tax. In that way these men who pay no other taxes are contributing to the state by way of profits. Allowing dealers to have a fair average profit stabilizes things and draws on men who never contribute a cent to the country in any other way."

No Speculation

"Then the main thing is to get down to a position where there can be no speculation," said one of the committee.

"That's what we want absolutely," replied Mr. Thomson. "You all know when a flurry in any line of goods occurs on the market, all kinds of people 'butt in,' including the man whose only office is in his hat. This license system will protect you from all that sort of thing."

Asked about the packers and whether the committee would consider regulations as to the produce part of their business, Mr. Thomson said that the regulations for the packers were being considered by the entire Cabinet. And he could not say because he did not know just what form they would take.

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This is why so many dealers are selling **Davies Quality Products.** It's worth something to **know** that what you hand to your customers is absolutely good and reliable — and Davies Pure Food Products represent a standard of excellence which the Canadian housewife has learnt by experience she can rely upon.

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Davies Cooked and Roast Meats
Davies Pork and Beans
Davies Canned Meats
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We offer you this repeat selling quality in the new pack

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Every sea food packed under the Brunswick Brand label is a quality line, but we particularly recommend these Kippered Herrings as being exceptionally customer-pleasing.

Try them. Packed 4 doz. No. 1 tins to the case. Send us your order now. Prompt delivery guaranteed.

¼ Oil Sardines
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Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

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Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

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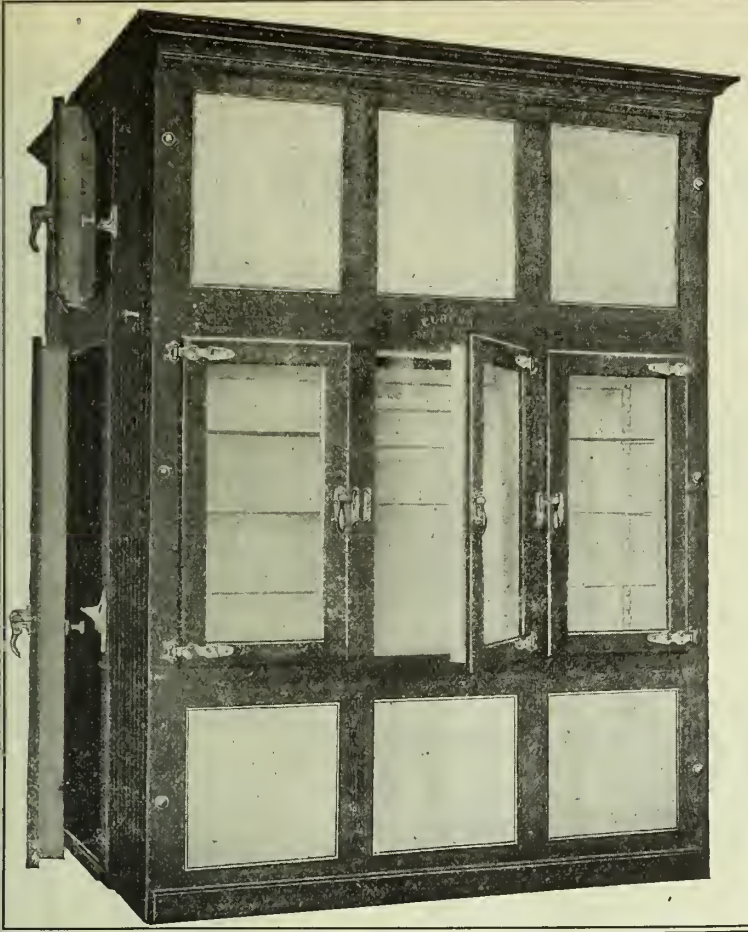

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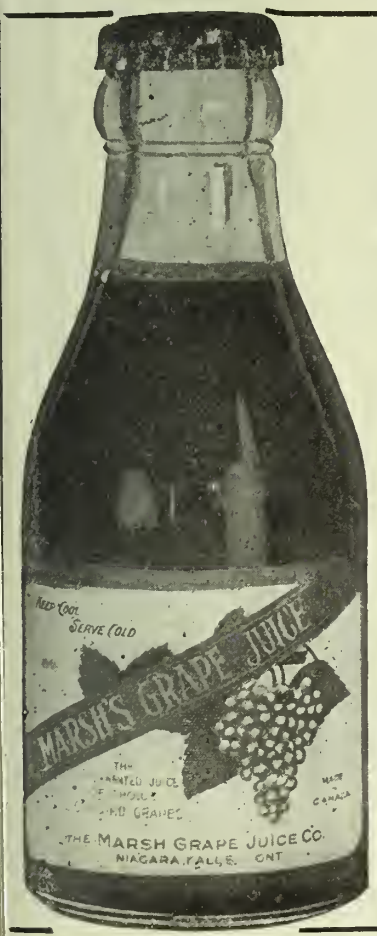
11 Colborne Street, - TORONTO

Phone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg.



Push Marsh's!

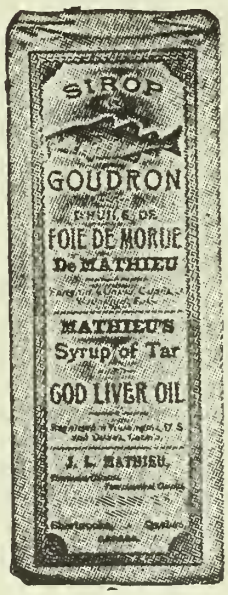
the pure Concord Grape Juice that's growing more popular daily. It gives good profits.

The Marsh Grape Juice Company
Niagara Falls - Ontario

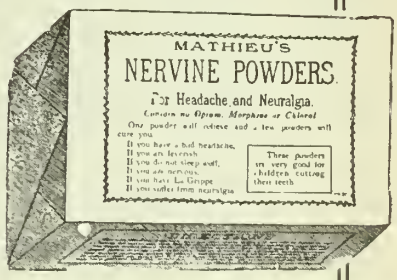
MacLaren Imperial Cheese Co., Ltd.
Ontario Agents

Rose & Laflamme, Ltd.
Montreal, Que.

The Mathieu Lines are always in demand

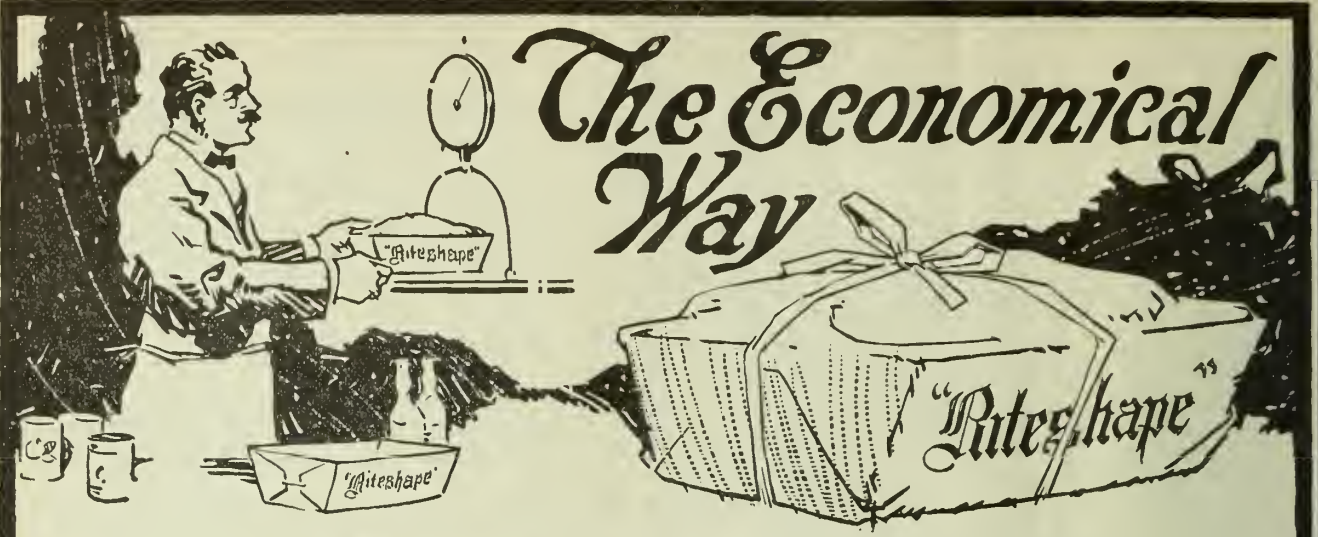


Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.



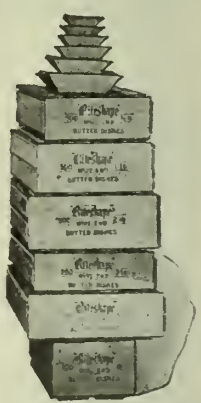
J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE, QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered



The Economical Way

"Riteshape"



Sea foods are popular. People are using them more every day.

They involve many difficulties in proper packaging. A wet fish will soak up enough paper to wrap up a keg of nails.

Fish packages often reach the home in a most unsightly state.

Use "Riteshapes" for all sea foods.

The large "Riteshape" carries the shell fish attractively and economically.

The smaller sizes are used for small orders of dressed fish, or portions cut from fish.

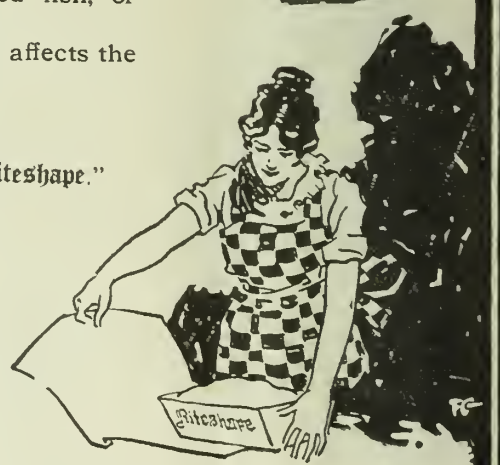
The "Riteshape" is a strong wooden dish which in no way affects the quality of the food placed in it.

Fish are attractively displayed in "Riteshapes."

They can be sold in the same dish.

Moisture and oil do not affect the durability of the "Riteshape."

With "Riteshapes" in your store you can specialize on sea foods and do so profitably.



Victoria Paper & Twine Company
LIMITED

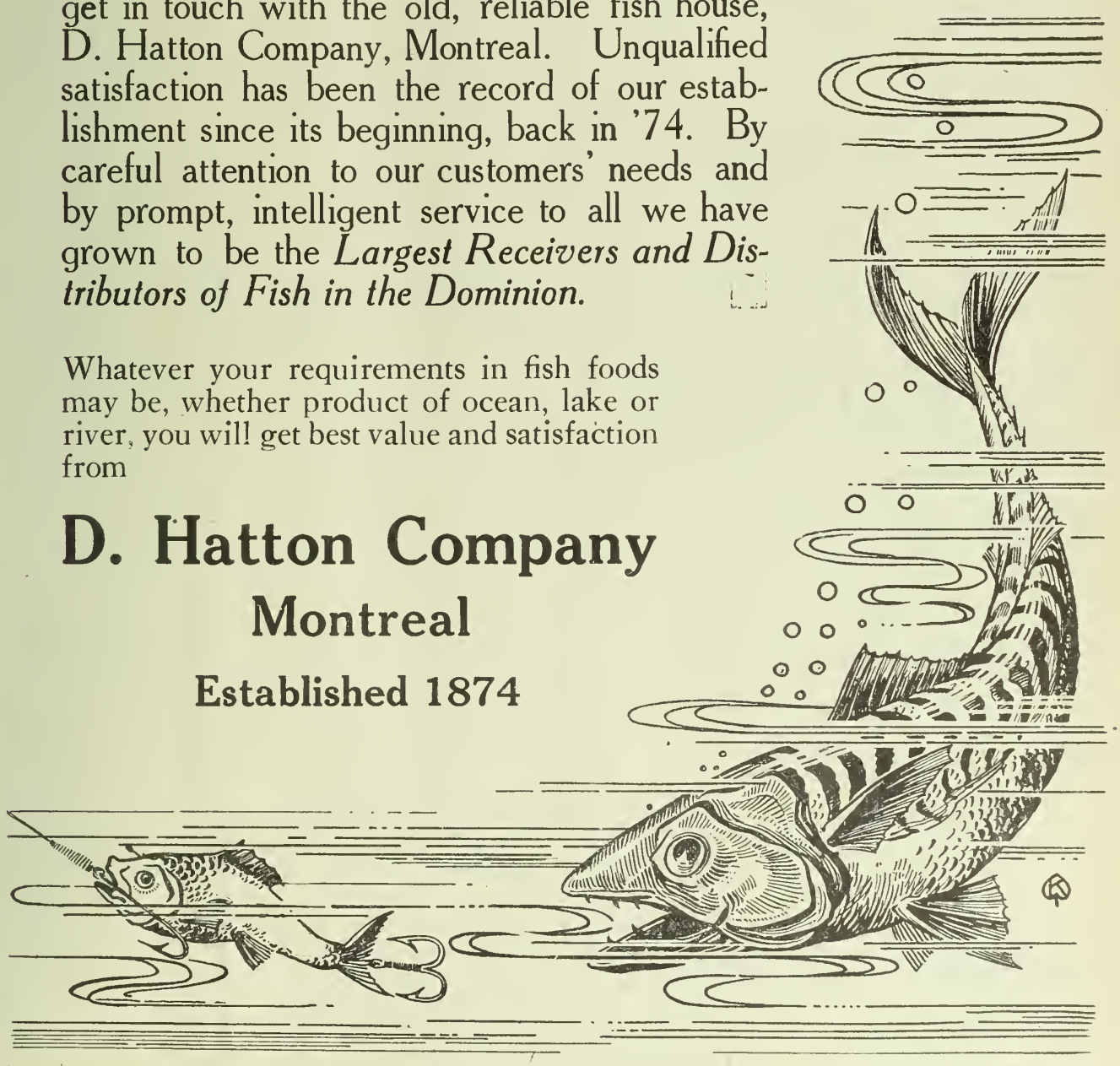
Head Office: TORONTO, CANADA

Branches: Montreal, Halifax and Winnipeg

Made and guaranteed by
THE OVAL WOOD DISH COMPANY
Delta, Ohio, U.S.A.

Profit by the Lenten Demand for Fish

Wednesday, the 13th inst., will mark the beginning of the biggest fish-eating season of the year. Now is the time to plan for a good big share of this business, and the best and surest way to secure your share of the Lenten fish trade is to get in touch with the old, reliable fish house, D. Hatton Company, Montreal. Unqualified satisfaction has been the record of our establishment since its beginning, back in '74. By careful attention to our customers' needs and by prompt, intelligent service to all we have grown to be the *Largest Receivers and Distributors of Fish in the Dominion.*



Whatever your requirements in fish foods may be, whether product of ocean, lake or river, you will get best value and satisfaction from

D. Hatton Company

Montreal

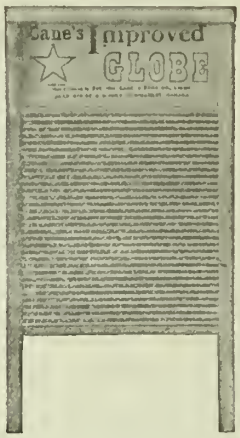
Established 1874

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying
IMPERIAL
Maple Cream
Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz.; 3's, Plain, Tall, $2.75 doz.; 3's, Tomato Sauce, $3.20 doz.; 3's, Chili Sauce, $3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

	Per doz.
Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections—	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Lantic Old-Fashioned Brown Sugar

We can all remember the sugar Grandmother used in all her cooking and baking. They were mighty nice dishes she made too, pies of every description, crumbly cookies and candies, all either made or topped off with these Old-Fashioned Sugars. Retaining as they do, a distinct molasses flavor, they add a richness to everything for which they are used.

We make three grades of these delicious sugars known as

Lantic
Light Yellow
Brilliant Yellow
Dark Yellow

In view of the fact that they cost less than granulated and are increasing daily in popularity, you are passing up an opportunity if you do not keep a supply on hand.

We are now making plans to acquaint the consumer, particularly in the cities, of the purity and quality of the Lantic Brand.

Put up in 100 lb. bags, your wholesaler will supply your wants immediately.

Atlantic Sugar Refineries Limited

Montreal

Here's a sure repeater

CHILI CON CARNE

An unusual customer pleaser containing only the very highest quality ingredients.

Chili Con Carne is made according to a rare receipt used by prominent chefs in most of the Castilian Cafes in Latin America.

Get your customers to try Chili Con Carne once and it will sell itself afterwards.

A good margin on every sale.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 35

W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn—½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c, ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $16.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold label), individuals, 95s; 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50; 2s, $5.95.
English Plum Pudding—½s, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage—1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops—½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken—½s, $6.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue ½s 1s 2s
Tongue, Lunch— 1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans, Tomato Sauce Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s, $2.05; 3s, $3.25. Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 16
D. S. F., ½-lb.	4 20
D. S. F., 1-lb.	7 50
F. D., ¼-lb.	1 15
	Per jar
Durham, 1-lb. jar, each	0 50
Durham, 4-lb. jar, each	1 75

ROYAL BAKING POWDER

Pleases Customers

Millions of families Use ROYAL exclusively and always find it satisfactory

Pays Grocers

Thousands of grocers Sell ROYAL steadily and never find it dead stock

Unquestioned merit, persistent advertising and wide use have firmly established ROYAL as the "Absolutely Pure" high grade standard baking powder

Made in Canada *Contains No Alum*

S. DAVIS & SONS, LTD.

CIGAR MAKERS
MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grant Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

There's Always a Demand for Articles of Real Merit

You never hesitate to buy what you know will sell. Whatever there is a demand for, there is money in supplying. Many grocers are making extra profits every day, from their sales of

Sunset Soap Dyes

an article of real merit which women are ready to buy, because these wonderful home dyes provide them the way to re-color old materials at small cost, and little trouble.

Unlike old-style dyes, Sunset Soap Dyes are cleanly to use, do not stain the hands nor ruin utensils. The colors are brilliant and lasting. These dyes retail at a popular price and give you a liberal margin of profit. You can order with confidence, for they are quick sellers.

For prices and trade discounts write—

Canadian Distributors:

HAROLD F. RITCHIE & COMPANY LIMITED

TORONTO : ONTARIO

Manufactured by

SUNSET SOAP DYE CO., Inc.

NEW ROCHELLE, NEW YORK

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00	$4 20
Lemon, 2 dozen		2 10
Orange, 2 dozen		2 10
Raspberry, 2 dozen		2 10
Strawberry, 2 dozen		2 10
Chocolate, 2 dozen		2 10
Peach, 2 dozen		2 10
Cherry, 2 dozen		2 10
Vanilla, 2 dozen		2 10

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
20 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½	
Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lbs.	1 10	
First Quality White Laundry—		
3-lb. canisters, cs. of 48 lbs.	0 10½	
Barrels, 200 lbs.	0 10	
Kegs, 100 lbs.	0 10	
Lily White Gloss—		
1-lb. fancy carton cases, 30 lbs.	0 11	
8 in case	0 12½	
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½	
Kegs, extra large crystals, 100 lbs.	0 10½	
Canadian Electric Starch—		
Boxes containing 40 fancy pkgs., per case	3 25	
Celluloid Starches—		
Boxes containing 45 cartons, per case	4.50	
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 8 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE OORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	$5 05
Barrels, per 100 lbs.	7 50
½ barrels, per 100 lbs.	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan	3.80
Metal Outfits, Black and Tan	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 95
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. [illegible]	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

FRESH ARRIVALS

California Celery, Cauliflower, New Cabbage

Fancy Boxed Apples in the Best Varieties
Rome Beauties, Spitzenbergs

Delicious
Navel and Florida
Oranges

WHITE & CO., LIMITED

Fancy Fruits and Vegetables **Toronto**

APPLES

With high-priced Oranges this spring Apples will be heavy sellers.

REMEMBER
You can draw on us for a bountiful supply of good varieties.

Fine Northwestern Fruit in Boxes
Every Apple Extra Fancy and wrapped to protect from dirt or disease. Finest Eating Quality.

All the Best Kinds of Apples
from Michigan, Nova Scotia and Ontario. Fancy Kings, Starks, Baldwins and other varieties.

CALIFORNIA ORANGES
will run large sizes, mostly 100's and 126's.

FLORIDA PINEAPPLE ORANGES
Beautiful, juicy, high-colored fruit. DESIRABLE SIZES.

CALIFORNIA CELERY
We have car Extra Fancy. Best Sizes. Now Rolling.

Everything in Fruit and Vegetables.

Send Us Your Orders.

DUNCANS, LIMITED
North Bay, Sudbury, Cobalt, Timmins

California Navels
and
Florida Oranges
Arriving regular. Finest quality and good sizes.

Also
California Celery
Extra Fancy
Grape Fruit
Fresh Car Extra Fancy
King Apples

Send us your orders and receive prompt attention

HUGH WALKER & SON
GUELPH, ONTARIO
Established 1861

If any advertisement interests you, tear it out now and place with letters to be answered

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

"A Barley Food"

that's Made-in-Canada

"THE REAL McKAY"

Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

—a delightful and very nutritious Barley Food—an ideal food for Infants, Invalids, Nursing Mothers and Aged People—such is

MacKay's Pearl Barley Flour

A first purchase always pulls constant repeats. And the margin on your sales makes it worth your while to always feature "The Real MacKay."

At your wholesalers or direct from

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

GENERAL STORE BUSINESS FOR SALE AS a going concern carrying a stock of $25,000, and doing a good business, situated in a thriving village in Western Ontario; good brick building also for sale, or to rent; best reasons for selling; owner will leave $10,000 in the business at 6% interest. Apply, Box 276, Canadian Grocer.

GOOD GROCERY AND MEAT BUSINESS; full stock; fine trade; splendid locality; store plate front; dwelling attached red brick; illness reasons for selling. W. A. Birdsall, 241 George St., Sarnia, Ont.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of $6,000. Turnover last year $20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

GROCERY BUSINESS, TORONTO, FIVE thousand dollars, doing fifty thousand yearly; established 20 years. Genuine paying business. Apply, Box 275, Canadian Grocer.

FIRST CLASS GROCERY BUSINESS FOR sale. Also two stores, four floors, suitable for use as stores or as manufacturing or wholesale plant in estate of late R. T. Craig, Truro, Nova Scotia. Apply to Bertha K. Craig, Box 326, Truro, N.S.

FOR SALE—ESTABLISHED GROCERY BUSIness of over forty years' standing, in good live town, population eight thousand; railway divisional point; annual turnover fifty thousand dollars; stock and fixtures seven thousand dollars; good opening for right man. Apply Box 279, Canadian Grocer, Toronto.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

GOODS FOR SALE

FOR SALE AT BARGAIN—3,000 ROLLS wallpaper. Reason for selling, short of space. Good stock. Apply Box 281, Canadian Grocer.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

FISH

Lake Superior Herring in kegs half-kegs and pails.

APPLES

Nova Scotia stock and Georgian Bay brand, Ontario stock.

Write us to-day

Lemon Bros.
OWEN SOUND, ONT.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

HELP WANTED

WANTED — BUTCHER, MUST BE GOOD counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

LINES WANTED

GROCERY TRAVELLER, WORKING EVERY store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

AGENCIES WANTED

WANTED AT ONCE, BY TRAVELLER WITH good connection, covering Maritime Provinces; one who can give results. Agencies on commission with reliable concerns. Box 278. Canadian Grocer, Toronto.

FIXTURES FOR SALE

GREAT BARGAIN—LATEST MODEL CASH registers for sale; perfect order; machines worth $750 to $900. Machines can be seen at Loblaw's Stores, Ltd., 895 Queen St. East, Toronto.

A 640 ACCOUNT McCASKEY REGISTER, good as new; reasons for selling; doing cash business; will sell cheap. Dresden Hardware Co., Dresden, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS. OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

LARGEST CANADIAN DEALER
ADEL. 760
WASTE PAPER
E. PULLAN TORONTO

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

DON'T STRIKE OFF

That account because you have tried to collect it and failed. Let us see what we can do with it. If we fail to get the amount in you will not be placed under any obligation whatever, and our services will not cost you a cent. Does this appeal to you? Then send for particulars of our proposition.

Our organization is large—we can collect anywhere.

Jobbers, Wholesalers and Manufacturers, write for particulars of our free draft service.

THE NAGLE MERCANTILE AGENCY
Westmount. Montreal, Que.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

VOLPEEK

MENDS HOLES in POTS & PANS

NEEDED these days in every home for mending Graniteware, Tin, Aluminum, Iron, etc.; is easily applied with the fingers and hardens in two minutes, making a sanitary mend at a cost of ½ cent. A good War Time Specialty that gives you a good profit. In attractive display stands from your wholesaler, or write us direct.

H. NAGLE & CO.,
Box 2024, - - Montreal

fifteen cents

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

KING GEORGE'S NAVY

CHEWING TOBACCO

—a favorite with old and young

The veteran chewer as well as the very beginner find in King George's Navy a "something different" in flavor and texture, a something that's entirely superior to the ordinary, every-day chewing tobacco.

Therefore, their custom is given to the dealer who stocks King George's Navy.

And the margin on every sale makes the selling worth while. Keep well stocked.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

Buy your groceries by mail and save 3—5%

It costs a postage stamp to reach you through our price-lists. Why pay 3% to 5% more on your purchases to cover the unnecessary expenses of travellers?

Groceries are a staple line. Quality goods at lowest prices are what interest you, and these can be sold just as well and much more economically through a price-list than through travellers. How often do you, for instance, see samples of the Prunes, Salmon, Sardines and the hundred and one other lines you buy? You are the best judge of your requirements. Our price-list is always at your hand to quote you rock-bottom prices, and offers you a saving of from 3% to 5% on your purchases as an inducement to mail your orders to Macdonald-Chapman Limited.

Our price-lists will convince you

Read them carefully. Compare our quotations with those of other houses. We quote nett prices, as they are what interest you. A discount in itself means nothing. It is what your goods are costing you nett, that counts. Every page of our price-lists are full of money-savers for you. Give us an opportunity to show you this saving in dollars and cents, by mailing us your orders.

No charge for cartage

All goods are delivered free from our warehouse to the freight sheds. Our quotations are nett F.O.B. cars Winnipeg. Figure up what cartage charges on your Grocery orders amounted to last year, and you will find the amount well worth saving. We make no charge for packing boxes or bags; another additional saving to you.

During the first five weeks of this year we have opened sixty-three (63) new accounts. We are saving money for other merchants and will do the same for you if you give us the opportunity by favouring us with your orders, which will be appreciated and receive our very careful and prompt attention.

Macdonald-Chapman

LIMITED

Wholesale Grocers

Winnipeg

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, FEBRUARY 22nd, 1918 No. 8

Welch's

"The National Drink"

More than ever should Welch's be considered by merchants who have not yet added grape juice to their products.

The temperance wave is constantly bringing prospective beverage customers by your store. A clean stock of the handsome Welch package invites them in and you have added to your permanent trade.

Welch's, by its "standard" reputation, sells itself, saves time and cuts down overhead. Welch quality brings the rapid turnover so necessary to the moderate and frequent purchases that spell success.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

Quality Counts Everytime

St. Lawrence DIAMOND Sugars

Stand for quality in each of the various kinds. Give your customers the best.

St. Lawrence Sugar Refineries, Limited
Montreal

PROHIBITION
BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Because the public appreciate their superior merits

is one reason why dealers find it easier to sell the

BORDEN MILK PRODUCTS

than any other brand.

Another is the fact that Borden consumer advertising is strengthening and building up the demand for these delicious lines.

Your customers will buy Borden Milk Products if you keep your stock displayed.

And Borden profits are worth while.

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office:
No. 2 Arcade Building, Vancouver

The Thorough Shirriff Process

It is possible to prepare a "vanilla extract" within two or three days. But the kind of true extract that will be likely to build up your sales demands a process taking months to complete. The Shirriff secret method requires a whole year.

Shirriff's True Vanilla

is 50%

stronger than Government Standard

Shirriff's process gets the last particle of rare, delicious, delicate flavor from the best vanilla beans the world can produce, those grown in Mexico.

Shirriff's is the true, genuine, high-class, sincerity extract that first wins confidence and satisfaction and then builds up trade.

No wonder Shirriff's is sold almost everywhere; it has been used all over Canada for more than thirty years.

Put this household favorite on your shelves. Write for particulars.

Imperial Extract Co.

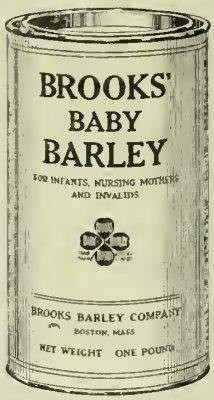
Toronto

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers



Order from your wholesaler.

THREE SIZES.

½ lb., per doz. - $ 2.30
1 " " " - 3.80
3½ " " " - 11.50

Agents for Canada:

Harold F. Ritchie & Co., Limited

TORONTO

Made by BROOKS BARLEY COMPANY, Boston, Mass.

MR. GENERAL MERCHANT

More Profits in Your Dry Goods and Clothing Department

There is more money for you in dry goods and clothing if you watch markets, and study how to make it. Here is how one General Merchant does it. J. C. Nichol, General Merchant, Radisson, Sask., writes:—

> "Naturally dry goods and clothing is a profitable section for me, and consequently I am always anxious to know more about a big subject. I have been a subscriber to DRY GOODS REVIEW for over ten years, and I look upon it as being absolutely essential to my business."

What CANADIAN GROCER is to your grocery department, DRY GOODS REVIEW will be to your clothing department. This means market news that saves you money; style news that makes sales, and much more besides. All for two dollars a year, and DRY GOODS REVIEW should save you ten times its subscription price the first month. Become a subscriber to-day. Write your name and address here:—

C.G. 3/18.

MacLean Publishing Co.,
153 University Avenue, Toronto.

Send me DRY GOODS REVIEW beginning with the January (Spring) Number. I will pay subscription, $2.00 per year, on receipt of bill.

Name .....

Address .....

Mail in open envelope for one cent stamp.

If any advertisement interests you, tear it out now and place with letters to be answered

CLARK'S PORK AND BEANS

are as saleable
as likeable
as nutritive
and as popular as ever
Push CLARK'S and

RELEASE

as much as possible of the foods needed by our Allies to help them

WIN THE WAR

W. CLARK, LTD. Clark's **MONTREAL**

MAPLE SYRUP

"Canada's Best" Brand

Is a Maple Syrup unsurpassed in flavor and taste made from selected first run Maple Sap.

Our "Canada's Best" Brand of Pure Maple Syrup is the result of an exhaustive investigation to produce a pure Maple Syrup free from sediment or buddy taste—it combines quality and price.

Every bottle or tin purchased brings to your home the delight of the Eastern Forest.

Can be purchased through every Jobber in Canada, or from us direct

CANADA MAPLE EXCHANGE, LTD.

MONTREAL

Manufacturers of the "Baine" High-Class Confections

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Son, Limited St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta. — MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

IS YOUR STOCK OF FURNIVALL'S COMPLETE ?

If not, get in touch with one of the agents listed here and keep a Furnivall Jam display constantly working for you.

Repeat sales are the rule.

FURNIVALL-NEW, Limited
Hamilton, Canada

"E. D. S."

spells success in jam and marmalade selling

Stock now with the
NEW SEASON'S

E. D. S.
ORANGE MARMALADE

and be convinced of this.

Select Oranges and Pure Cane Sugar make "E. D. S." the standard of marmalade quality.

Any of the undermentioned agents will fill your order.

E. D. Smith and Son,
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

E
D S

Egg-O is the Baking Powder of Purity and Economy

Because it is made from the very finest materials available Egg-O Baking Powder gives the housewife the satisfaction that comes from perfect baking results every time.

And because a less quantity of Egg-O is required she finds this superior baking powder as economical as it is dependable.

Every good grocer should stock Egg-O and recommend it always.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade after they had appeared in this paper.

Send for your copy TO-DAY. The supply is limited. No charge for copies.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO

You Manufacturers

who appreciate something "different"—something superior—in the way of a label, a letterhead, a poster, a folding box or a street car sign, should get in touch with the firm where the highest art of the designer, coupled with the most consummate skill of the craftsman combine to produce a degree of excellence in these lines that mean satisfaction to you and better sales for your product. And not the least attractive part of our proposition is our prices. Ask us to quote you.

The Standard Lithographic Co.

of Canada, Limited

Head Office: Toronto, Canada

Bull Dog Brand Products

will give you a firm grip on big business

There are 19 of them — 19 quick-selling household necessities that every housewife needs. Bull Dog Brands offer the highest value in quality and quantity.

The

John B. Paine Co., Ltd.

TORONTO and WINNIPEG

Get stocked now with

MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to

Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

If any advertisement interests you, tear it out now and place with letters to be answered

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents **WINNIPEG**

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS :
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are Pioneers of Business Expansion

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Beans

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

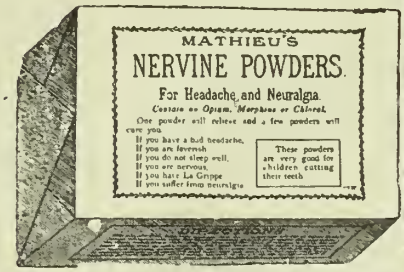
DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

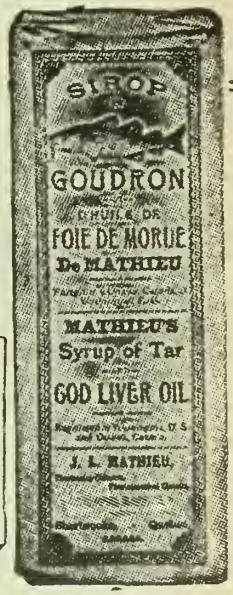
NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

Mathieu's "Nervine Powders" and "Syrup of Tar"





—two excellent health-sustaining lines that any good grocer will find worth displaying. The "Nervine" Powders are a sure remedy for Neuralgia, Headaches, Sleeplessness and other nerve attacks. Syrup of Tar is a splendid preventive of La Grippe, Pneumonia and kindred cold weather complaints.

Stock them now and recommend them always.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE, QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

Show Royal Acadia Sugar Always

Tell the housewife, when she asks for sugar about the purity and the all round excellence of Royal Acadia. Get her to buy Royal Acadia once and you can count on a steady run of repeats. For its quality is irresistible.

Stock now.

Supplied in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co.

Limited

HALIFAX, CANADA

George Bernard Shaw, Irishman

Mr. Shaw is an intellectual force in Great Britain. Certainly he is a wonderful man. In the February issue of MACLEAN'S he offers a fresh and highly interesting solution of the Irish question, which, at the same time, is a solution of some Imperial questions. Mr. Shaw's brilliant style makes everything he writes enjoyable. The busy reader gets in

MacLean's Magazine for February

many magazines in one—this in the Review of Reviews Department where are gathered in satisfying measure the best things taken from the current magazines of the world. It means that MACLEAN'S keeps its readers informed, in a helpful way, of what the world is thinking and doing. In the February issue, for example, are reprinted portions of articles on The Automobile of the Future, The Life After Death, Are We Losing Our Constitution?, The Faults of Lloyd George, A Five-Year War, Revolution Not Possible in Germany, The Dangers of an Immediate Peace—these and other articles of concern and interest.

Stories are present in satisfying amount—by E. Phillips Oppenheim, Alan Sullivan, Archie P. McKishnie, and Ethel Watts Mumford. Also

Regular Departments The Business Outlook, The Investment Situation, The Nation's Business, Books, Women and Their Work are present as usual.

On Sale Everywhere

Twenty Cents

WAGSTAFFE'S

CELEBRATED

Seville Orange Marmalade

NEW SEASON, 1918.

Now Ready for Delivery.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WAR TAX ON STOCK FOODS

Please let me know if the preparation manufactured by a stock food company requires a war tax stamp, and what rate? —Cardinal, Ont.

Ans.—If the goods in question claim to have medicinal values they require a war tax stamp of 1 cent for each 25 cents in value. If no medicinal value, war tax is not required.

FIRE INSURANCE COMPANIES

Please give us names of reliable fire insurance companies.—Nova Scotia.

Ans.—This list has been sent the enquirer direct.

WOODEN MEAT BARRELS

Please let us know names of manufacturers of wooden meat barrels the farthest west.—Alberta.

Ans.—This information has been sent direct.

TOBACCO OUT OF ORIGINAL PACKAGE

Is the trade liable to a fine for retailing tobacco out of any but the original package?—Lefroy, Ont.

Ans.—Yes, the retailer is liable to a fine if he retails tobacco from any package other than the original having the Inland Revenue Department's stamp on it.

WHERE IS CHARCOAL TO BE PROCURED?

Where can we buy charcoal in Ontario? —Welland, Ont., Galt, Ont.

Ans.—Charcoal supplies are coming in very slowly owing to railway congestion, and stock on hand is very light. Ely Bros., 228 King St. E., Toronto, may be able to supply you, or Canadian Charcoal Supply Co., Toronto.

CHOCOLATE SLOT MACHINES

Please give us the names of dealers in automatic slot machines for retailing chocolates.—Galt, Ont.

Ans.—Messrs. Cowan & Co., Sterling Road, Toronto, will probably supply you if full particulars are given.

PAPER BAGS

Please give us names of firms manufacturing paper or cloth carrying bags for customers to carry groceries.—Calgary.

Ans.—Almost any paper bag manufacturer will be able to supply these, and list has been sent direct to enquirer.

CHICAGO EGG DEALERS

Can you give us names of some dealers in eggs in Chicago?—Meaford, Ont.

Ans.—The following are dealers in eggs:—F. M. Haggie, 208 North 5th Ave., Chicago, Ill.; Lepman & Haggie, 215 W. So. Water St., Chicago; W. G. Collins & Co., 200 W. So. Water St., Chicago; A. D. McIntyre, 192 North Clarke St., Chicago; W. S. Moore & Co., Chicago; C. E. McNeill & Co., 216 W. So. Water St., Chicago; O. D. Gillman & Co., 212 North Fifth Ave., Chicago.

CANOE MANUFACTURERS

Please let me know names of firms in Ontario and Quebec manufacturing canoes and skiffs.—Gooderham, Ont.

Ans.—The following are manufacturers of canoes and skiffs:—Canadian Canoe Co., Ltd., Peterboro, Ont.; Walter Dean, foot York St., Toronto; Ditchburn Pleasure Boats, Ltd., Gravenhurst, Ont.; Wm. English Canoe Co., Ltd., Peterboro, Ont.; Gidley Boat Co., Penetanguishene, Ont.; Lakefield Canoe Co., Lakefield, Ont.; Peterboro Canoe Co., Peterboro, Ont.; Rice Lake Canoe Co., Gore's Landing, Ont.; J. H. Roos Boat & Canoe Co., Orillia, Ont.; J. W. Stone Boat Mfg. Co., Kenora, Ont.

TO COMBAT THE SUBMARINE

Please give me the address of Canadian and American Admiralty, as I have a scheme to combat the submarine.—Sherbrooke, Que.

Ans.—Navy Department, Ottawa, Ont.; Naval Ordnance Department, Washington, D.C., U.S.A.

TO TREAT FROZEN PICKLES

I have a 10-gal. keg of whole sour mixed pickles which were frozen solid recently. Is there any way in which I could treat these pickles to prevent them from turning soft and spoiling?—Wyoming.

Ans.—Keep them in a temperature of 50 degrees F. to defrost or thaw them gradually, then pour in about 1 gal. of strong vinegar and taste, then sell them as quickly as possible, as they will not keep very long since they were once frozen.

A BAD BARGAIN

A owned a farm and wanted to sell it. B offered eighteen hundred dollars cash for the farm, but A would not take that as A wanted two thousand dollars for the farm. Then C bought the farm for two thousand dollars—five hundred cash at time of sale and two hundred dollars a year without interest, until the amount due fifteen hundred dollars was paid less the last payment; it was to be three hundred dollars instead of two hundred. Now the question is which is the best sale for A to make, eighteen hundred cash or the two thousand on time as outlined?

Ans.—A made a decidedly bad bargain. It took seven years for him to complete his deal with C, and during that time he only had the advantage of the interest as the amounts were paid. B's offer, with interest at 6% for seven years, would amount to $2,706.40; C's offer at the end of the same period would only have amounted to $2,530.56.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

If any advertisement interests you, tear it out now and place with letters to be answered.

EVER READY
"DANDEE"
COCOA

REQUIRES ONLY
BOILING
WATER

LITSTER PURE FOOD Co
LIMITED
TORONTO CANADA

Every good grocer in Canada should carry a stock of Ever-Ready Cocoa.

Manufactured and guaranteed by

Litster Pure Food Co., Limited.
TORONTO

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

A True Canadian Salt

—and true to the trade—because it puts every dealer on the same plane.

Windsor Salt is sold only through wholesalers and jobbers—and all retailers pay the same prices. There are no special discounts or secret rebates.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

Successful Grocers

are those who pay attention to the quick-selling, profitable side lines. How about your stock of

Chamberlain's Remedies

March is the best month for cough remedies. Replenish your stock and write the manufacturers for store advertising.

Chamberlain Medicine Co., Limited
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] Hamilton

A SPECIAL—Empire choice Orange Marmalade c/s 24/25c. fancy glass jars at $2.25 5 c/s freight paid.

Marmalade Oranges are way short.

Bristol, Somerville & Co.

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

"McCASKEY"

ACCOUNT SYSTEMS

For Every Business.

Send for booklet—

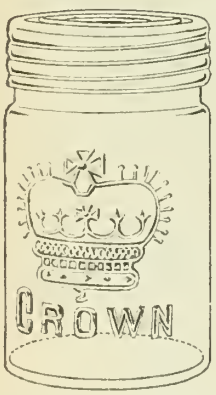
"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue

TORONTO

Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.

Made in Canada

ASSAMS—

the richest and strongest teas grown--chiefly comprise Red Rose Tea. That is why Red Rose Tea has a full, rich flavor and an economy that wins the custom of both the particular tea drinker and the thrifty housewife.

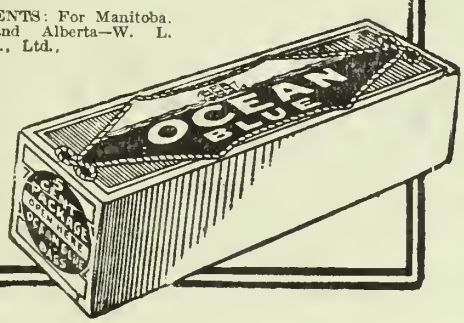
Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
The Gray Bldg. 24-26 Wellington St. W. Toronto

WESTERN AGENTS: For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



This coupon will connect you with the Checkerboard Calf Club

With the object of increasing the Allies' meat supplies this club is offering valuable prizes to boys and girls in rural communities for the best calf fed on

Purina Calf Chow

the great calf-raising food.

We are telling the public about the club through forceful consumer advertising and good grocers everywhere are cashing in on the increasing demand for Purina.

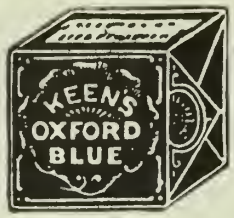
You can do the same. Sign, clip and mail this coupon now. Lively selling and good profits will result.

THE CHISHOLM MILLING CO.
Limited
TORONTO

Send me full particulars of the Checkerboard Calf Club and your free store advertising material.

Name .....

KEEN'S OXFORD BLUE



Show Keen's in your displays—keep it where the housewife will see it.

She knows Keen's and just needs to be reminded that you are selling it.

Keen's Oxford Blue is always a seller and every sale gives you a good margin.

Keep well stocked.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

FISH FOR LENT

SALTED LAKE HERRING

Headless and Dressed

60 fish to a pail, $1.85 30 fish to a pail, $1.10

BILL FISH

Headless and Dressed, 20 pound pails, $2.40

SPECIALLY PUT UP IN FAMILY SIZE
NO WASTE NO HANDLING

Also full line of Frozen, Salted and Smoked Sea and Lake Fish

J. BOWMAN & CO.

WHOLESALE

66 JARVIS ST. TORONTO, ONT.

CANADIAN GROCER

Vol. XXXII. TORONTO, FEBRUARY 22, 1918 No. 8

Consumers' Assn. in the Limelight

A Merchandizing Activity That Has Attracted Considerable Notice Receives Some Attention From the Government—Some Discussion as to the Methods of Operation of This Concern

Toronto, Feb. 20. (Special)—The office of the Toronto agents of the Consumers' Association, Windsor, Ont., were visited during the week by Inspector Kennedy, of the Police Department. The books, papers, and the office are closed until an investigation has been made.

The Ontario branch of the Retail Merchants' Association also has taken up the matter with the Attorney General of the province, and on information supplied by them the head office at Windsor, Ont., is at present stated to be under police observation.

DURING the past few weeks CANADIAN GROCER has received letters from widely separated parts of the country enquiring about the Consumers' Association of Windsor, which has been aggressively advertising their proposition in the daily press. The proposition is beyond question an alluring one on the surface, as the following clipping from an Ontario daily newspaper will prove.

"EARN $25 WEEKLY. MEN wanted in all cities and villages by Large Grocery Corporation (capital $50,000), all goods sold at factory prices to families. Redpath's granulated sugar $6.50 cwt., 7 bars Comfort, Surprise, Sunlight or Gold Soap, 25c. Agents' profit $1.60 on every $2.00 sale. Outfit free. The Consumers' Association, Windsor, Ont."

How can this company supply sugar that is selling to-day at about $8.60 a hundred wholesale, Windsor basis, for the modest sum of $6.50 retail? That is a not unnatural question and many people have been asking it. There seems also to have been a trifle of curiosity and skepticism in the minds of the authorities also as shown by the despatch at the head of this column.

This association has in the past had a somewhat varied career. The Consumers' Association is as far as can be ascertained the fifth name under which this business has been operated. It is not known definitely if there has been any change in the personnel of the organizers during the course of these various transformations, but their proposition either in its printed form or its methods has not varied to any considerable extent. Nor has the fact that they proudly boast an incorporation under the State laws of Michigan. This incorporation may be bona fide but it has no particular significance for a company doing business in Canada. It may be used to suggest a dependability that the actual facts in no way bear out. Under two of the five names mentioned this concern was denied the mails by the post office department at one time or another. This may account for the change in name.

The method of operation is simple. Agents are enrolled all over the country. These agents sell a full yearly membership for the fee of $2.00. Of this amount $1.60 remains with the solicitor, and 40 cents goes to the Consumers' Association at Windsor. It is interesting to note that Inspector Kennedy in his unannounced visit to the Toronto premises gathered in a bulging mail, many envelopes containing a $2.00 bill.

It is unquestionably a profitable line for the solicitor, while it lasts, and provided it does not place him in a position which he will have difficulty in explaining. This is a serious fact, for undoubtedly many of these agents are reputable members of the community in which they live, and have a perfect confidence that the scheme is legitimate. They would, of course, be the more effective agents by reason of this fact. These organizers in many instances are no doubt well intentioned. It is possible to commend them for this, it is not however possible to be equally enthusiastic about their intelligence. The fact that No. 1 standard granulated sugar should be sold to the consumer at $6.50 when the actual wholesale price is around $8.60 at Windsor should be sufficient reason for a very close inspection of the modus operandi of the concern. Nowhere in the world can this grade of sugar be purchased for the figure mentioned. The United States Government in setting the price on beet sugar, to cover the whole crop of something like 734,000 tons, decided that $7.25 a hundred was a moderate figure. The lowest wholesale price for No. 1 Standard granulated sugar during the past year was $7.30, Toronto basis. Of course the Consumers' Association claims immense buying resources, and unequal opportunities for purchasing goods. These resources, are probably largely imaginary so far as sugar is concerned at least, as no firm can buy to sell at $6.50 retail and make a profit. The Consumers' Association of Windsor, Ont., is not likely to be able to buy sugar at a figure lower than is being paid by the Sugar Commission who are handling all the Cuban crop of roughly 3½ million tons. The set price on this raw sugar delivered at American ports is 6.005 per pound.

It is manifest that if the Consumers' Association of Windsor, Ont., is selling sugar at $6.50 a hundred, that they are selling it at a loss. What is the usual reason for selling goods at a loss? In order of course to attract trade, and there is no purpose in attracting trade unless there is something to be made from that trade.

The forty cents that goes to the Consumers' Association is hardly enough of an inducement, though a sufficient number of 40 cents make a sizeable item. Five thousand members all over Canada would mean $2,000, to begin with a fairly good salary. Anyone, however, who has parted with $2 for the alleged advantages of belonging to this organization will have realized that there are certain strings attached to the "munificent" offer. You may be able to purchase known brands of sugar and soap and some few other commodities. But here is where the string appears. It is found that to get these bargains it is necessary also to purchase a variegated order of goods in which "Our guaranteed Japan Tea" and "Our Guaranteed Coffee" are not unimportant parts. Now "Our guaranteed Japan Tea," may be worth little or much. Guess for yourself. The guarantee of this company incorporated under the State Laws of Michigan, is not worth much in Canada. So with a wide variety of other goods. The well

known goods that are sold at prices far below cost are undoubtedly a bait used to sell a wide variety of goods of unknown quality.

Efforts have been made to buy some of the attractively priced goods separately, but none of these efforts, as far as we can learn, have succeeded. Who ever loses it is evidently not this company. Every merchant should understand the situation thoroughly enough to be able to point his customers to the exact methods of operating, to let them know that it is utterly impossible for anyone, no matter what their source of supply, or how great their buying power, to sell these goods at a profit at any such figures. That being the case the conclusion is obvious. Either this company is a philanthropic association headed for the rocks of bankruptcy, or there is something in the scheme that does not appear on the surface, wherein the customer does not profit.

The Attorney General's Department is anxious to get instances of cases where money has been sent to this concern, and where the orders sent have been satisfactorily filled. Any information on this point, or on any other point in connection with this matter may be sent either to CANADIAN GROCER or to W. C. Miller, Secretary of the Ontario Branch of the Retail Merchants' Association, 2 College Street, Toronto.

Form of Baking Powder Container

Food Control Department is Querying the Trade as to the Possibility of Changing the Form of Container, and Also of Eliminating the Smaller Sizes

HANDLERS of baking powder and similar lines of goods have been queried of late by the Food Control Department as to the possibility of making some changes in the methods of handling their stocks in order that there might be a conservation in tin, as it seems likely that this year will again see a marked scarcity in this essential product.

The questions that have been asked are as to whether it would be possible to use some other form of container, and whether the smaller-sized tins could be eliminated.

There is a very marked feeling of opposition to these proposals. The substitution of some other form of container for tin might prove thoroughly satisfactory, it is admitted, in some instances, but there are other substances, and some varieties of baking powder are of this class, the volatile nature of which product would make the adoption of anything but a tin container a very serious danger. A slight dampness, stated one manufacturer, might be sufficient to spoil a million dollars' worth of our product scattered over the country, and it is a danger that we do not feel justified in facing. As for the elimination of the small-sized container and adopting only the pound container or larger, it is urged that this would involve a great deal of hardship to the poor, who in place of a five or ten-cent package would be compelled to invest 40c to 60c, which they could ill-afford.

There is a difference of opinion as to what the result of these investigations may be. Some manufacturers confidently expect a curtailment of the small package, and the possibility of a change in the form of the containers permitted to a tin top and bottom and fibre sides, instead of all tin, while others believe that the Food Department will probably follow the course adopted in the United States and impose no regulations governing these points.

Ask Modification of Window Lighting Order

Darkened Windows a Serious Matter with Many Merchants—Business Has Suffered—Power Controller Asked to Permit One Light in Window to be Deducted from Store Lighting

THERE is a move on foot, fostered by the Retail Merchants' Association, to have the regulation forbidding the use of lights in store windows modified to a certain extent. It is pointed out that the prohibition is working a great hardship on merchants generally. It has been noted that since the order came into effect there has been a decided falling off in business. Many stores depend largely on their evening trade, and with the prohibition making it imperative to have all show windows dark there is nothing to attract customers, and there is nothing to indicate that the store is open for business. Evidently many persons have heen misled by this fact into believing that the stores are actually closed and as a result the trade that would naturally come to them has passed them by.

The Retail Merchants' Association is petitioning to have the order so changed that a merchant may display a dim light in his store window. They are not asking for anything like the brilliant display of former days, but merely that one light of forty or sixty watts may be used in the window, to indicate that the store is open for business as usual. The suggestion is that merchants agree to curtail an equivalent amount of light in their interior illumination.

This would certainly appear to be a reasonable request. There has been no restriction placed on the number or power of the lights to be used in the stores, and many of these are brilliantly lighted. A curtailment here would cause comparatively little discomfort while even the dim light that is proposed for the window would it is believed go a long way toward rectifying a condition that is having very serious consequences to many merchants. This appeal has been forwarded to Sir Henry Drayton, the Power Controller, and the Association are hopeful that a decision will be rendered in their favor.

CANADIAN GROCER is in hearty sympathy with all necessary measures of curtailment but there is no reason that these restrictions should be made more irksome than necessary. Probably the authorities who framed this order were not thoroughly conversant with the large part that the store window plays in encouraging business. The proposition suggested seems to be a reasonable one. It is not an attempt to minimize the effectiveness of the order, but merely to make its operation as little burdensome as may be, and as such it would appear to be worthy of the most careful consideration by the Power Controller.

CANNERY LICENSES LIMITED

No More Salmon Cannery Licenses to be Issued This Year—Fishermen Get No More Privileges

A recent conference of officials with regard to the regulations and policy to govern the salmon fisheries in British Columbia has resulted in an announcement from Ottawa that no licenses for salmon canneries, in addition to those authorized, will be granted this year. It is contended that existing canneries can more than take care of all the salmon that may be allowed to be caught. With the restriction of the number of canneries in operation it is recognized that those engaged in canning should be required to pay into public treasury a fair proportion of their profits. A satisfactory system of accounting will be worked out in order that uniform returns may be made to the Department of the Naval Service which will regulate the amount of the license fee to be required after this season.

Owing to interferences with the spawning beds in the Fraser River during recent years, the salmon catch has been gradually dwindling. For this reason a greater amount of fishing than is now permitted is considered inadvisable. Therefore no licenses for additional fishing privileges will be authorized this year.

Rigid enforcement of the fishery regulations will be carried out, and the protective force will be sufficiently enlarged to enable this to be done.

THE UNUSUAL IN GROCERY STORES

THE grocery store in this country is pretty well cut on a stock pattern. That plan may be improved upon, by better arrangement or better equipment, and more attractive surroundings, but the plan remains about the same. Probably the reason for this is that the plan has been proved to be the best to meet the general situation.

However, it may be of interest and value to note some examples where this definite plan has not been adhered to. It is quite a trip afield, but CANADIAN GROCER has not had to go outside the field of its own subscribers to find such examples, even if it has had to go outside Canada.

The stores illustrated here are owned and operated by Albert Cohen, Los Angeles, California. Mr. Cohen, who has been a subscriber to CANADIAN GROCER for some time past, writes that on October 15 of last year he had been thirty years in business. Thirty years have given Mr. Cohen a wide experience and a broad viewpoint, and in his three large stores he has worked out some very novel ideas that might very well provide suggestions that many a Canadian merchant might emulate with advantage. It will be noted that the system of store arrangement is a very wide departure from the accepted pattern. The upper photo would suggest a large departmental store, yet it is a grocery store and nothing else.

As the photo illustrates, the idea of display is the big factor. Goods well displayed are half sold, and here they are certainly well displayed. Note the attractive fixtures all glass faced, showing everything, yet protecting everything. Note the departure from the stereotyped form of serving counter. The location of the cigar and tobacco counter might offer a suggestion to other merchants as well. Right at the entrance, where the man can enter and make his purchases without getting mixed up with the crowd in the store—that is an idea that will certainly appeal to the passing man. Note, too, the profusion of flowers. In the lower photo there is a somewhat different arrangement but the same idea of display is carried out. Here you will see the stock displayed on a gallery that runs around the store. But the main thing is that there is some sort of a display container for everything, and that everything is in its place with no hint of disorder anywhere. The interior of the third of the Albert Cohen stores is shown in the Provision Department. It may be quite impossible for the grocer to duplicate the arrangements here displayed, but the general principles involved, the ideas of arrangement and display and the generally attractive appearance may well give every wide-awake merchant food for thought.

Canned Seville Oranges for Marmalade

Limited Shipment of Sliced Oranges in 10-lb. Cans From Spain Has Arrived in Canada—Cold Weather Menace Overcome

A FIRST shipment of canned Seville oranges, already sliced for marmalade making, has arrived in Canada from Spain. This substitute for the fresh fruit in the manufacture of marmalade has been brought in as result of the general shortage of bitter oranges in America combined with the cold weather menace to shipments of fresh fruit. During recent months several cargoes of oranges landed in the United States from Spain have been rendered worthless by the cold weather experienced during transit. The new method of shipping oranges was established with a view to overcoming this difficulty. Importers claim it also prevents wastage of fruit heretofore experienced under the system of shipping the fruit in crates. In addition, it necessitates less cargo space in ships for the shipment of an equal amount of fruit.

The first cargo of canned oranges from Spain consisted of ten pound, hermetically sealed tins. It is understood that this shipment is being followed by larger shipments.

The making of marmalade from the canned oranges is a comparatively simple process according to those interested. It is simplified, they say, by the fact that the oranges are already sliced. The can containing ten pounds of fruit will make about thirty pounds of marmalade according to the directions given. No soaking is necessary with the canned oranges as with the fresh fruit. Where sweet oranges and lemons are also to be included, they must be separately prepared as usual, and mixed with the Seville orange fruit when ready. The 10 pound tin is selling in the retail trade at $2.50. At this rate the marmalade as made up by the housewife would cost a little less than 9c per pound without cost of sugar.

Both manufacturers of marmalade and retailers are of opinion that fruit imported in cans is a good substitute for the fresh fruit when the latter is not available.

"It is a good substitute though it does not make as good marmalade as does the fresh fruit," said Frank Shirriff, of the Imperial Extract Co., to CANADIAN GROCER. This company has sampled marmalade made from canned oranges and Mr. Shirriff bases his opinion on these tests.

While manufacturers admit a shortage of fresh oranges for marmalade making, they are not of the opinion that canned oranges will be imported in sufficient quantities to figure in the manufacture of marmalade on a large scale.

Michie & Co., grocers, Toronto, are handling some stock of these sliced Seville oranges in 10 lb. tins. A marmalade maker is engaged on the premises to make up marmalade from the canned fruit and to offer advice to any customers purchasing it. A number of recipes for the various kinds of marmalade enumerated are given with each can purchased.

IMPORTATION OF HAWAIIAN PINEAPPLES AND BANANAS PERMITTED

By a recent order-in-council the Department of Agriculture has amended the quarantine existing against all fruit and plants from the Hawaiian Islands and the importation of pineapples and bananas is now permitted provided they have been inspected in Hawaii by the United States Department of Agriculture and that certificates of inspection are attached to the boxes or crates in which they are shipped. Details regarding these requirements can be obtained from the Dominion Entomologist, Department of Agriculture, Ottawa.

LICENSES FOR EXPORT OF LIVE OR DRESSED POULTRY TEMPORARILY SUSPENDED

John McDougall, Commissioner of Customs, Announces the Temporary Withdrawal of the Right to Export Poultry

"Notwithstanding the authority given in Memo. No. 217-B for licensing the export of poultry," reads this notice, "no shipment of live or dressed poultry is to be licensed for export to the United States between February 20th, 1918, and April 30th, 1918."

The United States Food Department has imposed a restriction on the killing of hens and their sale for food, between Feb. 11 and April 30. This order is evidently imposed as a protection against possible American buying.

ALL STORES ON A CASH BASIS

All stores of Dodsland, Sask., are now on a cash basis. However, thirty-day accounts are being given when desirable to all parties concerned.

The grocery department of the Robinson McBean Company, Moose Jaw, Sask., who are staging a good roads competition at the present time.

Protest Railway Board Decision

Urge That Railway Companies Should Not be Collectors For the Consignor—Strong Feeling in Western Ontario and Farther West That Such Arrangements Are Unjustifiable

THERE is a very strong wave of protest sweeping over the north-western section of Ontario, and some of the western province over the matter of collection of cartage charges by the railways. They are asking that the railway companies be denied the right to collect charges for consignor on goods delivered to the consignee. There is a feeling that the consignee is being given unwarranted powers in thus having his collection done for him by the railways, and it is felt that these unwarranted powers are working an injustice to the retail merchant, who has no option but to pay these demands, whatever they may be upon presentation.

Some time ago, the Retail Merchants' Association of Fort William and Port Arthur Ont., a district where this feeling is running very high, petitioned the Dominion Board of Railway Commissioners that this practice of permitting the railways to collect for the consignor be disallowed. This application was refused.

Charles W. Wilson, the Secretary of the Fort William Retail Merchants' Association, has written a letter claiming that the presentation of this matter as it appeared in the press was incorrect, and outlining the argument in the case. As this matter is of such general interest this letter is appended.

"Dear Sir:—There appeared in the Canadian press on Jan. 16th last a dispatch from Ottawa by the Canadian National News Association stating that the Dominion Board of Railway Commissioners had refused the application made by the retail merchants association of Fort William and Port Arthur asking the Board to grant an order denying the right of the railway companies to collect cartage charges for consignors upon delivery of freight to the consignee.

"This dispatch was so garbled that when reading it one was made to believe that the retail merchants of the twin cities had petitioned the Dominion Board not to allow cartage companies of Port Arthur and Fort William to raise their cartage rates. The dispatch in that unrecognized form, in the press all over Canada, was very misleading. A copy of the dispatch along with its correct interpretation is attached herewith.

"In the dispatch sent out from Ottawa there was made to appear that the decision of the Board was influenced solely by the fact that the retail merchants association failed to prove that the railways, or at least, some of their shareholders, are financially interested in the cartage companies, at say Toronto, Montreal, etc., while this feature was really one of the least in our presentation of the case but which I see the Board made the most of, according to the dispatch.

"Take, for instance, the following quotations from Mr. W. A. Dowler, K.C., president of the Fort William Board of Trade, and an eminent legal authority, in answer to a communication from Mr. A. D. Cartwright, secretary Board of Railway Commissioners, Ottawa, on November the 19th last, enclosing a letter sent by Mr. Temple for the Canadian Northern Railway to Mr. Cartwright.

Mr. Dowler says in part:—

"'I firmly believe that Mr. McNulty in the course of his presentation of the case for the retail merchants' association presented one unanswerable argument, which I do not see referred to in anywise in Mr. Temple's communication to the Board. As I understand the previous ruling of the Board the same was based upon the principle that these cartage charges were not matters which came under their jurisdiction. That they were really matters between the consignors and the consignees, and were apart from railroad rates and the regulation of railroad companies.

Railways Should Keep Within Scope of Their Business

"'The unanswerable argument which Mr. McNulty put forward consists in this—that adopting that principle and conceding it, then it surely is within the Railway Board's jurisdiction to see that the railroad companies themselves keep within the scope of their business as carriers and do not mix up in the business that is held by the Board to be strictly between the consignor and the consignees and that they do not become collecting agents for the consignor in respect of this item of alleged contract between the consignor and the consignee, and do not bill the consignees on their freight bills for this item of contract between the consignors and the consignees and enforce payment of it by means of their status, standing and machinery powers as carriers—granted to them as carriers and not as collecting agents for consignors. Surely the Board, having control of these railroad companies as carriers, would have a perfect right to say that in connection with their duty as carriers they were not to include the duty of making collections and acting as collecting agents for consignors in respect of a part of the business transaction which was held by the Board to be strictly between the consignors and the consignees?"

No Obligation on Railways to do This Work

"'In other words, it is surely open to the Railway Board to say that the business between the consignors and the consignees—outside of the carriers' proper charges for carrying the freight—should be conducted between the consignors and the consignees without the intervention of the railway company. As I understand, that is what the Retail Merchants' Association have substantially asked for—namely, that the consignors be left to their ordinary remedies to recover this portion of their claim against the consignees in the same way as they recover their claim for the goods sold, and that they do not be given by the acquiescence of the Board a power to combine with the railroads and the cartage companies to enforce collection of these cartage charges through the railroad companies as freight charges.

"'As before stated this feature seems to be unanswerable by the railroad companies, and it would not seem to me that any attempt has been made to answer it probably by reason of the very fact that there is no answer to this feature, and that there is absolutely no excuse or reason why the railroad companies should perform this service for the consignor and the cartage companies and still more no reason why the Board should recognize and perpetuate the railroad companies going into this outside business and running a collecting agency business in respect of these cartage charges and utilizing the railway powers for that purpose.'

Who Pays the Local Charges?

"In conclusion, I might add that one of the arguments that some make in upholding the railways as collecting agents for the shipper is that if there were no cartage charge the difference would be tacked on to the goods—the consignee would have to pay this cost in any event. In answer to this I would say, or like to ask rather—who pays the cartage charges of the retail merchant doing business in Toronto, for instance? He pays no cartage whatever and perhaps his place of business is five miles away from the consignors' warehouse. If the above argument has any foundation in fact, then the answer is obvious—**the retail merchants outside of Toronto! ! !** Not only does the outside merchant pay cartage on his own goods from the consignor but, as the Toronto merchant can buy as cheaply as he, the cost of the deliveries to the Toronto merchant must be tucked away in the goods some place.

"This cartage question is a very live one out West. It has been one of the big questions in every Provincial Convention of all the Western Provinces for two years back. At the Manitoba Convention last June it looked to the writer as if the Dominion Board of Railway Commissioners would find, sooner or later, if they insisted in going out of their way to back up the railway corporations, they would soon leave the impression of partiality, yea, servitude to the 'Big Interests' we unfortunately have heard so much about in latter day events—can it thus be so?"

MEAFORD MERCHANTS ADOPT CONSERVATION MEASURES

Credit System Adopted and a System of Curtailed Delivery to be Put in Force

With the idea of curtailing unnecessary expense the merchants of Meaford, Ontario, comprising the grocers, butchers, hardware, jewellers, furniture, men's wear and drug stores, excepting prescription dept., shoe makers and shoe stores have banded together to commence a strictly cash business or its equivalent, this innovation to become effective on March 4. The merchants are using the local papers in a campaign to acquaint the public with the change, and to forestall any unpleasantness that the change might entail. The merchants have felt impelled to adopt this course to protect themselves against the evils of extended credit.

With a view to curtailing delivery costs, the grocers of the town have also agreed to adopt a schedule of delivery to be adhered to by every merchant. This schedule becomes effective Feb. 18 and is as follows:

For morning delivery orders must be in by 9.30 a.m., for afternoon delivery orders must be in by 4 p.m., for Saturday night delivery orders must be in by 8.30 p.m. No delivery before 9.30 a.m. No special trips for the taking of orders.

CO-OPERATIVE SOCIETIES AND INCOME TAX

The government is at last giving serious consideration to the question of assessing co-operative societies for income tax.—From *Irish Ironmonger.*

Grocers Favor Licensing System

Consensus of Opinion From All Parts of the Dominion Strongly in Favor of the Proposed Regulation—Belief is Widespread That Licensing System Will Work For the Best Interests of the Retail Grocer

THE proposals emanating from the Food Control Department, outlining many possible changes that may take place in the food handling activities in the near future, have aroused a keen feeling of interest. From all over the country in response to enquiries have come letter discussing this matter of licensing the grocer. In this burden of opinion quoted herewith there is only a small minority of dissenting voices. The bulk of the opinion appears to be whole heartedly in favor of the proposed regulations. These then are the responses received by CANADIAN GROCER to date.

S. P. Goudey, Yarmouth, N.S.—"I have no objection to the idea of licensing if it is deemed necessary. It will have a tendency to make people realize that we are at war, and in so doing should be advantageous. The necessity for some standard of equipment will be an assistance to the trade in that it will prevent some people from constantly getting in and getting out of business. I cannot see, however, how any limitation of travellers' calls would effect a benefit."

G. T. Gall, Keene, Ont.—"I am in favor of the system of licensing the trade. It will help to make the dealer more particular. I think the clause that requires a certain standard of training is a wise one, as a merchant without training only spoils business for everyone."

Will Put the Handling in Responsible Hands

W. H. Jones, Pembroke, Ont.—"I am in favor of the scheme because I think if properly carried out it would place the handling of foods into the hands of properly experienced men and would eliminate a lot of the front parlor stores so prevalent in some places.

"With regard to equipment, I certainly think that some standard should be set, but do not think that an elaborate system of sanitary bins, costing thousands of dollars, should be necessary; there are lots of stores at present doing business that would be compelled to close down if forced to put in any such system.

"I certainly agree that experience is necessary, and would even make it longer than two years, but do not think that the amount of capital should debar a man from starting for himself. Many a smart, capable man would be debarred from starting a business for himself, as it is a pretty hard problem to save a thousand dollars these days of high cost of living. Many of the large stores of to-day were started on less.

"The regulation of travellers' calls is one, I think, best left to the wholesalers to determine for themselves, but I would gladly see the law enforced to prevent wholesalers and jobbers selling direct to private consumers at wholesale prices. I am in favor of a co-operative delivery system, as the present one results in a great waste of time and money.

"One thing above all others is, if the license scheme is carried, is that only men of experience should be given the position of inspectors, not political friends and time servers, for if the trades have to provide the funds they should have the right to know that they will get a straight deal from men who know what they are talking about."

H. S. Mulloy, Wilberforce, Ont.—"Now if Mr. Hanna has any intention of appointing me an inspector I am in favor of it, if not, then I am not in favor of it. Instead of lowering the cost of food, the Control Department has done nothing but spring absurd proposals which have had a tendency to raise prices. The grocery business is so cut up now with competition that no one is making anything out of it. It is merely an accommodation to the public, and the more meddled with the more consumers must pay, as grocers are afraid to stock anything, and so are just watching and waiting.

Takes Three Years to Make a Grocer

Henry and Clackie, St. Catharines, Ont.—"We are certainly in favor of licensing providing that the license fee is not too high, as it will prevent all kinds of people from starting hole-in-the-wall stores, and will have a tendency to create better stores and improve the situation of the storekeeper. We believe that establishing a necessary period of training is a good move. It takes three years to make a grocer, and no man should be permitted to run a business unless he knows it. As for travellers, meat travellers, we believe, should call once a week, but once a month would be often enough for grocery travellers."

W. J. Oke, Peterborough, Ont.—"I think licensing a good idea because it too often happens, especially in smaller places, that inexperienced people start business without any idea of the cost of doing business; they don't last long, but business is disorganized while they are at it. A certain standard of equipment is necessary that goods can be handled with less waste and reach a customer in a usable condition."

J. H. Apple, Walkerton, Ont.—"Licensing is a good thing because it will keep control in experienced hands."

A Contrary Opinion

George Champaigne, Niagara Falls Centre.—"We do not believe in the idea of licensing, it would add to the cost of goods. Nor do we believe in limiting the number of stores by any restrictions. The more stores the cheaper goods. We are also not in favor of a co-operative delivery system."

Fred Coward, Toronto, Ont.—"I am in favor of licensing food handlers on certain conditions during the war. I am prepared to accept any decision the Food Controller may propose, because I have confidence he will only try to put conditions on the trade that will be helpful to win the war. The licensing, I think will stop hoarding, speculation, profiteering, and help to evenly distribute food supplies throughout the Dominion.

"Re equipment and training. Some equipment and sanitary conditions are necessary. As regards training, I don't think this should be a condition, because many men who have never had any experience in the grocery and provision trade have gone into the business and made real success. If a man who has not had any experience in these lines is prepared to put money into a business why should he be refused? if he does not make it pay the loss will be his.

"Co-operative delivery has proved a success in some towns, but on this subject it would be difficult to lay down rules. If it can be done I am agreeable. In conclusion I would say the whole plan of licensing will be difficult to supervise, therefore it would be wise not to lay down too many regulations, only very necessary ones should be adopted."

Chevrier Bros., Cornwall, Ont.—"We approve of the licensing system because it will give better conditions to all those engaged in the business. We believe too that travellers' calls might be regulated and so a considerable saving might be made. We do not favor co-operative delivery."

Some Western Opinions

E. J. LeDain, Boissevain, Man.—"I do not think that any good could be obtained from such a system unless wholesale and retail prices were controlled. In such a case there might be a saving to the public. I think that the average store has the necessary equipment. Training is, of course, a necessity."

F. T. Marks, Elbow, Sask.—"It seems to me a most effective method of gaining control of prices. The system, if operated as proposed, would result in elimination of profiteers through cancellation of license and consequent encouragement and indirect reward for honest trading. I favor an equipment standard because most modern equipment tends to reduce cost of operation,

assures maximum of sanitation at minimum of cost. Incompetence militates against success. Being in a village where little delivery is done, am not directly interested, but am convinced this would eliminate an element of cost now existing."

"In connection with the proposed requirement of a standard of equipment I am of the opinion this should include a store or warehouse required to be occupied in the district in which the licensee desires to transact business. Pedlars are in the same category as unnecessary travellers calling on the trade. The trade, naturally tributary to any given district, can invariably be handled by the dealer on the ground and added turnover will result in lower overhead costs pro rata on volume of business done."

Labron and Whittle, Indian Head, Sask.—"We favor a license system, because it will mean that prices will be controlled. The necessity for a certain standard of equipment will be a benefit in that it will do away with the pedlar."

Hard Words for the Wholesaler

Grainger and Clifford, Creelman, Sask.—"We are not in favor of the license system, clause 2 and 3 of the wholesale license; seems to be a hold-up put through by the Grocers' Guild."

Swartzman and Gold, Herbert, Sask.—"We are in favor of licensing because it will be a protection against storekeepers who cut prices because they do not know how to run their business."

The Only Way to Govern Food Products

McConnell Bros., Elstow, Sask.—"We are in favor of the licensing of food handlers because it seems to be the only system under which the Food Controller may at all times know the quantities of the different foods which are in store in the Dominion. It will also have a tendency to prevent any dealer or dealers from cornering any food commodity for the purpose of securing an exorbitant price for same.

"As regarding equipment and training regulations, it will be a boon to the genuine dealer by preventing certain dealers from entering business who cut prices to get business and are bankrupt in a few weeks.

"We can do with fewer travellers' calls as we have found from experience that we can send our orders in and receive as much satisfaction as through the medium of a traveller and without the danger of becoming loaded up with slow-moving merchandise."

Alberta Grocery, Calgary, Alta.—"We believe that the system of licensing the trade will make it better for all concerned, while establishing a standard of business training would be a protection against failure."

Alberta Grocery, Calgary, Alta.—"We are in favor of the regulation, because it would keep out the inexperienced man, and the trade would unquestionably be in a better position without them. The setting of a standard of equipment is a good move. If a grocer has to invest some capital in his business he will have to sell for a fair profit. We believe that a co-operative delivery system would be an advantage."

Stephens Bros., Vermilion, Sask.—"We believe a licensing system a good move because we do not see any other way whereby the Government can control foods. A training standard, too, is a good thing, as it helps to eliminate waste, and that is a thing much needed."

John Donaldson, Grand Forks, B.C.—"I believe the setting of a standard of equipment would be a very good thing. It would prevent a lot of undesirable people from entering the business. The curtailment of travellers' calls should cut the cost of goods."

Put the Emphasis on Brown Sugar

Sugar Situation Complicated by Excessive Demand for White Grades — Dealer Will Help to Relieve the Situation, and Will do Himself a Service by Popularizing the Brown Grades

TO what extent are soft sugars selling to-day? This is a debatable question no doubt, and one which might well receive further consideration in view of the needs of conservation. Everyone knows, however, that the bulk of the sugar trade comes in white sugar, and mainly because it is better known. To some extent, at least, brown sugar has fallen into lesser demand because it was not featured more by the retailer to his trade, and the opportunity and need is presenting itself now for remedying this mistake.

Just at the present time, and for some months past, there has been real difficulty in securing the needed supplies of refined sugars, and few of the jobbers, and in turn few retail stores, are there who have secured uninterrupted supplies as they were required. The refiners have done well and have assisted the trade to meet the great demands made upon stocks, and this is still being done. It would seem notwithstanding that if the sale of the soft sugars was featured more in the advertising and in advices to the purchaser, there might be less trouble in meeting the demand for sugar.

In interviewing various branches of the trade from refiner to the jobber, CANADIAN GROCER was impressed with the unanimity of opinion that consumption of brown sugars would relieve the strain on the stocks of refined, and it was generally agreed that the use of the former would give the trade a product alike wholesome and palatable. It seems that the public have become accustomed to the use of white sugar and appear to feel that this must be always on the table. That is merely because in the past, refiners and wholesale merchants have laid the stress on the granulated sugars and have developed a demand for this variety. As a matter of fact brown sugar, for most purposes, is every whit as good as the purest granulated, and the point of the whole matter is that at the present time brown sugar, as compared to granulated, is plentiful.

Per Capita Consumption High

The Canadian per capita consumption of sugar is about 90 pounds per annum, and this is very high as compared with some other countries. This, stated an authority to CANADIAN GROCER, should be reduced to about 70 pounds if we are to make the same consumption answer our needs as is imposed upon the people of the American Republic. And it is quite possible that if the grocer takes the right attitude, and if he will advise the purchase of more light sugars at a price that will attract trade for this line, he will enable a wider distribution of the refined sugars and relieve the continued shortage.

It must be remembered that while the crop of Cuban sugars has been a large one, the difficulty thus far of getting raws to the refineries has been great. And in view of the increasing need for shipping for war purposes it is altogether likely that there will be but little relief for some time. Raws are now in transit, of course, and there is no need to worry that there will be an immediate shortage. But it is evident from a broad survey of the situation that there will be no surplus for many weeks and months, perhaps.

Take Care of Soft Sugars

Many dealers probably become discouraged because of the fact that their soft or brown sugars congeal to an extent. These ought to be kept in a damp place, and if this is done it is stated that they will be quite as soft and saleable as when bought, even weeks before. Nearly every store has its cellar, and if so, this would solve the problem is so far as this point is concerned.

Not only is the merchant serving his own interest, but he is serving that of the country at large in urging the conservation of white and the substitution of the brown sugar.

LETTERS TO THE EDITOR

A RAP FOR THE FOOD CONTROLLER FROM PORT MEDWAY, N.S.

To the Editor of Canadian Grocer:

—I have read with a great deal of interest the different articles re price fixing in CANADIAN GROCER, and I must say that with all due respect to the Food Controller, his attempts at price fixing are a farce and will end in confusion and injury to the consumer. He seems to make a particular drive at the retailer, while the real facts of the case are that the retailer is the only man doing business who is not in any combine to fix or maintain prices, while every manufacturer and jobber or wholesaler is doing business under combine prices. No matter what line of goods the retailer attempts to buy he is met with the statement that the price is the same from Vancouver to Cape Sable. The Food Controller is asking the retail trade to-day to sell feed at a profit of 2 per cent. Now, sir, no man can do business at a profit of 2 per cent, and the result of this order will be that as soon as the retailers dispose of stocks on hand they will refuse to buy or handle feeds for a profit of 2 per cent, and the consumer will suffer again. A retailer would have to sell $50,000 worth of feed to obtain a profit of $1,000, which would no more than pay his taxes, insurance and interest on money invested. Thanking you, Mr. Editor, for your space.—C. C. Clements.

THAT ARISTOCRATIC GROCER'S OUTFIT

Editor Canadian Grocer.—I sometimes wonder if any of my brother merchants in harness read the column in daily papers "Horses & Carriages" and how they fare in the bargains offered, such as so and so bought an auto truck and offers an outfit that cost a short time ago $250. The lot f.o.b. for $90 and so on. It would be interesting to hear some accounts of purchases, so I will tell of one. I saw in a Toronto paper a covered grocery wagon less than a year old cost $120—to go for $28—I wrote about it and received a long description elaborating on the same, saying it belonged to an aristocratic grocer on Bloor St. who was so particular he had it washed every time mud got on it. It was painted vermilion with fine stripes. It was made by one of Toronto's best makers, etc.

Well I sent the cheque and when it came it looked like 3 years old and the paint was worn off it. It required general overhauling and instead of an aristocratic grocer's, unless he had a bakery, the name on it was W. H., cakes and pastry. I wrote the man who ran the sales department on Bathurst Street for an explanation, but got no answer.

Would like to hear from others. It would make interesting reading for a change from food control and such.

Yours truly,

Ontario Grocer.

WHAT ABOUT THE WHOLESALERS' ENCROACHMENTS?

Editor Canadian Grocer.—"I have read your papers with considerable interest regarding profits for a retailer and all such like, but I want to tell you that the big department stores keep the profit for the small retailer down, as these big stores buy so much cheaper than the small stores and they have such an outlet for their goods that they are hardly ever caught with more goods than they can sell, while the small retailers have just a few people to sell to, and if the goods do not suit these few people then the small store cannot sell them. Also the cost of the cases, freights, and cartages are high for the small retailer. But worst of all the wholesale traveller will sell the merchant and then go and sell the merchant's customers at the same prices. When the customer comes to the merchant to buy more he remembers what he paid the traveller for these goods in Toronto or Hamilton, but he does not count the amount he paid for freight charges, cartage and cases. He forgets that and don't want to allow the merchant any profit. My idea is that the house that sells wholesale should sell only to the retail stores, not to the boarding houses and hotels and small jobber who has three or four men working for him, and there should be a law and fine governing this point in wholesale business. Take a farmer with a threshing machine, he can buy his oil from the oil men as cheaply as the merchant can buy it. Then take the man with an automobile, he can buy his oil and gasoline as cheap as the merchant can from the oil companies. Again, take the blacksmith, he can buy as cheaply as the merchant, not only his own supplies but other goods that the same traveller sells, ammunition for instance. What is the small merchant going to live on if every one about him can buy as cheaply as he can? He has more than he can do to compete against the large stores in the city without being up against the wholesale houses.

Ontario General Merchant.

Trading in Dried Fruit Futures Banned

Food Control Department at Washington Frowns on Sale of 1918 Pack in Advance—This Will Affect Canadian Buyers—One Canadian House Favors Change

THE United States Food Control Department have issued a statement bearing on the purchasing of dried fruit. This statement reads as follows:

> "Dried Fruit Futures—Pending further instructions of Food Administration, the Food Administration will regard the sale or commitment on 1918 pack of dried fruits, apples, peaches or raisins as an 'unfair practice' under the rules and regulations, and that the subject is at present under consideration at Washington."

As a very large percentage of the Canadian supply in these lines is derived from the United States this matter is of very great importance. It may have a tendency to change the manner of handling forward business in raisins and other dried fruit lines.

A large Canadian handler of these goods referring to the matter is inclined to think very favorably of the change.

"This is a very important matter, indeed," he states. "There are always parties ready to sell futures or to quote such as speculators and so on, and this appeals to us as a very wise regulation to prevent this unnecessary profiteering, or otherwise. This should be noted, we think, as a warning to buyers, who might get into very serious difficulties by placing such orders. Speculation in futures has played havoc with the dried fruit trade ever since California came into the market, and the sooner it can be stopped the better for all legitimate trade."

FORESTALLING POSSIBLE ILL-FEELING

"Owing to the difficulties we are experiencing in our delivery and the general conditions of to-day we are unable to give the same attention to our orders as usual, and would ask to have as near as possible your orders for the morning delivery in our hands the previous afternoon and the orders for the afternoon delivery in the morning. Trusting to have your earnest co-operation,

Yours truly, W. ROWNTREE & SON,
West Toronto.

Meeting the Favored Buyer's Prices

Take Stock of Actual Facts on Both Sides — Such Action Will Help Maintain Your Mental Equilibrium

By Henry Johnson, Jr.

NEW phases of the old question of preferred costs and resulting low prices which favor the big merchant at the expense of his small competitor are suggested in the following letter:

Ontario, Dec. 1, 1917.

Editor CANADIAN GROCER:

I have been a reader of your publication for a long time, and now I want some information. I have at hand a price list from Blanks, and find them offering goods to the consumer at the same prices I pay my jobbers, even the 10 per cent. discount allowed for 15 days' payment on sugar is offered, the list price being the same.

Now tell me, if you will, how long do you think the retail game will last under such methods? My accounts with the grocery jobbers in Toronto amount to around $4,000 every month, and they are paid every month, yet my buying power is no greater than that of my customers who send Blanks $25 every six months.

It seems to me that if Blanks are to continue to buy on such a basis and sell at those prices, they should be compelled to go into and stick to the wholesale business exclusively—and let us little retail merchants have some chance at making a living with some dignity. As things stand now we have no argument to offer our customers but must accept tolerance on the basis of pity and sympathy—and who wants to do BUSINESS on such a basis?

Yours truly,

Certainly, I sympathize with my friend, but he wants tangible help, and I know certain fundamental facts were overlooked when he wrote that letter. Hence, I must point them out as clearly as possible by way of preliminary.

Conditions described are not new. They have existed from the beginning of merchandising. For big fellows always have bought for less than small ones. Often the big men buy practically on a brokerage basis, as cheaply as jobbers. This is a condition. It was a condition when my correspondent began to do business. He faced it as a fact then, whether he realized it or not. We must all face it as a fact now. I know of no remedy for it as things stand to-day.

The Small Merchant Lives and Prospers

Yet the small merchant does manage to live, and often prosper in spite of it. This is demonstrated by the average of three retail grocers to the thousand of population pretty generally over the country. True, many of those are hanging on by their eyelids, and some of them are losing their grip every day, but that is due to many causes—plain incompetence being a prime factor, to mention only one thing which would undo those men in any circumstances.

Success seems to average about the same now as always. It appears to go where it is deserved. Take this merchant himself. He buys from the jobbers $4,000 per month. If that comprised all his purchases—which I am sure it does not—it would indicate sales of fully $5,000 per month, $60,000 a year; and that is a very tidy business in any location away from the heart of big centres.

Here, then, it looks as if we had the answer to the first question: How long will the retail game last? Conditions being the same as formerly, there is no likelihood that retail grocers cannot continue to make money in future as they are making it now and have made it in the past.

Your Special Assets

Now what conditions are offsetting assets in your case? What are the factors which enable the small merchant thus to survive and prosper? He must enjoy some tangible advantage over the central cutter else he obviously could not endure. He does. This man does. He undoubtedly noted some of them when he opened, or bought into, his present business. Let us examine the more important of them.

He is located conveniently to his customers. He is their neighbor. They know him personally. They like him and trade with him for many reasons other than mere price.

He may deliver and he may not. He may give credit and he may not. In any event, his customers can get their goods when they want them with reasonable promptness. They do not have to travel far to reach him nor must they figure on 24 hours' time before they can get their goods.

In fact, his is the advantage of strategic position. He would be nothing much if located alongside the big cutter. But he is an important merchant, a real factor in the life of his community, located where he is.

These things are real advantages. They lose nothing by being familiar to all of us, though we get to know them so well that we forget their vital importance. That is one of our most persistent troubles. That fact is my warrant for writing them out here persistently, recurrently, in detail.

The Law and the Profits

These things go far and with striking obviousness to explain one big point that he has evidently not taken into account sufficiently: that the city cutter could not live at all, with his immense burden of overhead, if he did not reach out over a wide area and draw trade by cut prices. Think well over this factor—the city cutter has troubles of his own, which are no less perplexing than yours because they are different in character.

In fact, those advantages of yours are so outstanding as to constitute in themselves almost, if not quite, the entire law and profits of your business; and they are always there—on the job every day, including nights and Sundays.

As for "compelling" any man to stick to any one line or division of business, really, in all kindness to you, let me say that you should not so shamefully waste your thoughts and time as to think, much less write about, such a preposterous idea. Change, growth, development, are inherent in everything. All fields of human endeavor are constantly in flux, and must remain so. Else nobody would have much liberty of action. Old-time Russia and present-day Turkey would offer opportunities preferable to the Land of Freedom in such case; for then there would be no freedom.

Disadvantages Greatly Exaggerated

Now, what prompted my friend to write? He had just read a price list of the cutter. Of course he read it carefully. The figures meant a lot to him, knowing his own laid-in costs so well. But has he any evidence that many of his customers read it with equal care? Probably only a few have read it at all. Perhaps one or two have complained to him of his higher prices. Even so, he may be sure of two things: That those who have complained are open to reason; and that the rest who have read it have mostly said to themselves: "O, it's only a penny here and there—not enough to pay me for trading so far from home. I'll stick to Brown, here at the corner."

And, O, by no means let either sympathy or pity play any part at all. Scout any such things. You live because you are a necessary factor in your community, paying your way fully and adequately. I know that because otherwise you could not sell $5,000 and upward per month. The best "argument" is not to argue at all. Just state your case plainly. Point out, quietly, wherein you serve better than any others can do. Always be pleasant about it; sympathize with the customer's desire to buy as cheaply as possible, and mostly let it go at that. Your customers are quite capable of doing their own thinking, any other impression among thoughtless men to the contrary notwithstanding.

Beware, lastly, of making mountains out of molehills. Office systematizers are constantly meeting men who worry their heads off about difficulties which apply to two or three per cent of their

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CANADIAN GROCER

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OFFICES

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EDITORIAL BRIEFS

"BRAZIL predicts a rise in coffee," states a news despatch. Probably it is as much of a hope as of a prediction.

* * *

"HORSE meat is delicious," says Dean W. H. Hoskins, of the N.Y. State Veterinary College. Have another helping, Dean, you are really not depriving us.

* * *

THE United States Food Department has forbidden the killing of hens and their sale for food between February 11 and April 30. The idea is, of course, to increase the production of eggs, but there is going to be some lamentation in the fried chicken belt.

* * *

THE United States Food Administration is issuing a special food pledge for boarders to aid in the conservation of food. Looking back on our boarding house days we would say that it is an unnecessary move, the boarding house lady has been getting the same results for years back without any pledge cards.

* * *

THE Food Controller states that the consumption of fish in Canada is hampered by the indifference or lack of enthusiasm of the retailer. If that is true it is a matter that the retailer may well ponder. It is known now beyond peradventure that England and the Allies are very close to famine. The consumption of fish is one of the ways to conserve the more necessary foods. To encourage this consumption is to aid in this vital matter of feeding our Allies, to be indifferent to this business is to be indifferent to the hungry people overseas. It is hard to believe that such an indifference can exist.

* * *

IT TAKES a lot of knowing, this food control business. In Old London, Tuesday was declared a meatless day, and people were urged to eat fish. The only difficulty was that when they came to get the fish there were very few to be had. The reason? Well, you see, the good, old staunch Scotch fishermen, who supply the London market, who swear dourly at the weather all week, will not give up the kirk service on the Sabbath, and the Monday fish do not reach London till too late. The Food Controller thought they would work Sunday like other folks when their bread and butter depended on it, but he guessed wrong. Yes, it takes a lot of knowing.

WATCH YOUR CELLAR

PROBABLY some merchants in the recent thaw had reason to regret that they had not taken the necessary precautions to protect the goods stored in their cellars. These merchants and others should not let dry weather lull them into a sense of false security, there are more mild days coming, and there is still an abnormal amount of snow in the country, and flooding is likely to be a frequent occurrence. Now is the time for the merchant to protect himself against loss from the flooding of his cellar. If there is a possibility of danger, get your goods off the floor, an hour or so of work to-day may save you a serious loss to-morrow.

BY THEIR FRUITS SHALL THEY BE KNOWN

THE daily press is getting itself very much wrought up over the agitation it has apparently discovered to remove the Cost of Living Commissioner, W. F. O'Connor, to some other sphere of usefulness. They seem to think that the poor consumer would be hopelessly unprotected were it not for Mr. O'Connor. But wherein in any of his various investigations has this energetic investigator helped the public? Has the public bought anything a cent cheaper because of these various investigations? If the Cost of Living Commissioner is such an infallible gentleman, how is it that none of his charges have borne fruit is lessened costs? This muck-raking is all right if it is justified by conditions and if it leads anywhere. But to disturb public confidence and achieve no results is worse than folly. Let Mr. O'Connor produce, not reports but the goods. Then and only then will his office be justified.

Current Events in Photograph—No. 8

THE STRETCHER-BEARER IN EAST AFRICA

THE East African campaign is far afield, and has no definite associations for Canadians, therefore it is little thought of. Yet the troops in this field of action have had to overcome almost superhuman conditions, intense heat, difficulties of transportation, and unhealthy climate. In this photo are shown two of the types of stretchers used in carrying the wounded in theatre of war. The net stretcher has been found to be exceedingly light, effective and handy, and causes the minimum of suffering to the wounded.

Does M. O. House Benefit the Community?

You Have an Opinion on This Subject—You Don't Believe it Does. Why Not?—Read the Accompanying Letter and Lend a Hand in the Good Work

CANADIAN GROCER has just received the following letter from a Saskatchewan retailer:

"Editor Canadian Grocer:

"I have to uphold the retail merchants' end in the following debate and I would be thankful to you for any literature bearing on this question.

"Resolved that the mail order houses are of greater value to a community than the retail store."

In response to this appeal the following arguments are submitted. It is probable that many striking points have been missed. You merchants who have had to face this actual problem will in all probability have been faced with other aspects of the situation. Let us have your ideas. Let us have them promptly. Let us help this Saskatchewan retailer to down the mail order house in argument at least.

CANADIAN GROCER submits the following:

1. The mail order store is detrimental to the best interests of the community because it centralizes activities in one large centre at the expense of a vast number of smaller places. By so doing a few people benefit, and a great number suffer. The prosperity of the smaller communities is dependent upon the prosperity of the activities within its borders. Anything that tends away from this is opposed to the best interests of the country which is bound up with a more or less uniform development.

2. It is detrimental because it substitutes an inferior service. The local store carries a good stock that is always available. The purchaser can examine and judge of the value of the goods offered. They can purchase when goods are required and get immediate delivery, and the goods are handled in the community and the profit that is made on them is spent in the community. Where goods are purchased from the mail order house and are not quite satisfactory, they are seldom returned and the purchaser suffers.

3. In destroying the small town, the mail order house militates against the growth of the farming community. The farmer cannot depend entirely on the M. O. house, he must have some place where his immediate needs can be supplied. The local store is therefore an absolute necessity. If a necessity it should be patronized at all times. The mail order house in curtailing the inducement to merchants to do business in the smaller towns, is limiting the inducements also for the farmer to remain on the land.

4. When money is sent to a large centre by citizens of a community, that community suffers. It does not expand as rapidly. Often it goes backward and real estate values suffer. Farms are not as valuable close to a poor business town as they are at some distance from a live town.

5. The mail order house is opposed to the interests of the community, in that it has a tendency to curtail competition. When the sale of goods purchased from small factories has become important, the M. O. house develops its own centra-

(Continued on page 41.)

Co-operation New Key-note in Business

Room for the Little Concern as Well as the Greatest Corporation — Labor and Capital in Greater Harmony for the Common Good—Co-operative Instead of Cut-throat Competition—The War Brings About the Birth of the New Spirit

Address delivered before Toronto Ad Club at Toronto, by J. G. Jones, vice-president and director of sales, Alexander Hamilton Institute, New York, N.Y.

'AFTER the war the American Continent will be governed by working men, but I am not afraid of that kind of government' is what I hear Mr. Schwab said to a gathering of business men who had been his contemporaries at college.

Co-operative Basis of Government

"I don't agree with Mr. Schwab that the United States will be controlled entirely by working men after the war, but I do believe that after the war Canada, the United States, England, France, and the countries of the civilised world will be on a more co-operative basis of government. Working men, tradesmen, business men, manufacturers will all co-operate towards greater harmony. I am not saying that we won't have our troubles: I am not saying that we won't have to close down plants in certain parts of the country, but I will say that we are to have easier re-adjustment because of the new spirit of co-operation that is developing. If men like Mr. Schwab can stand up and say that they look on the future undismayed, then I say that this is because of the new spirit that is springing up for this country and the world as a result of the war."

Prussian Attack Awoke World

J. G. Jones, vice-president of the Alexander Hamilton Institute, New York, thus illustrated the force of the new spirit in business in which he believes, and which formed the subject of his address before the Toronto Ad. Club, on Tuesday, February 12. The key-note of his whole address was co-operation.

"Prior to the war" he said "there was a change coming over the sentiment of business, but it took that cruel war—the savage attack of Prussianism upon a defenceless nation—to startle the world awake to the necessity for the new spirit.

A World Asleep

"When we look back to 1914 we have got to realise that the entire world with the exception of the Central Powers seemed to be asleep. England was through with her colonisation. The British business man was making profits easily and sufficiently with so little exertion that he was asleep. A few far-sighted men such as Lord Roberts. Churchill were different. They were awake to the menace of Prussianism, and gave warnings.

"We in the United States were equally asleep. None of the big corporations were awake. As regards business conscience they were practically dormant. We passed the Sherman Anti-Trust Law to curb the operation of big interests on their old lines. That law to-day is virtually dead because we are coming to a period of co-operation, the new spirit in business which makes the Sherman law unnecessary.

Business Too Prussian

"Why did we need the Sherman law? Because there was too much Prussianism in business. It took the rude shock of the outbreak of war to make the big manufacturer and head of the big trust realise that he too was dealing in Prussian style. It took the war to waken us up to the fact that we were doing business in the German way without regard to the rights of small business.

A New Age of Business

"After this war Great Britain, and France and America will countenance small business as never before, in the co-operative spirit, the new spirit of business. We are approaching the age of co-operation. Why if you had suggested four years ago that the government should take control of the railways, what would have happened? You would have been utterly disregarded. If you had said four years ago that the factories and mills would be ordered to close down on Mondays? Don't you see that we are coming into a new age?

Awakening Conscience

"The awakening conscience of civilisation will make it a better world. Only through sacrifice could we come to realise it. Only the life of sacrifice leads to the life worth living."

That the whole scheme of the trade war Germany was carrying on throughout the world before 1914 was part of the preliminaries of the real war that broke out on August 4th of that year, Mr. Jones declared?

What Paternalism Did

Behind all this commercial preparation was what he sternly described as "damnable paternalism," the policy of the Prussian ruling caste with the Kaiser at their head. "Germany has done nothing since the war began more damnable than Germany was doing before the war in trade" declared Mr. Jones.

"If we had only had the foresight, we might have known that Prussia with her lying guise of peaceful intent was all the time preparing for the war of world conquest." he claimed.

"But none of the nations ever realised that Germany with her policy of paternalism was assiduously building up her power throughout the world. To such an extent was she doing this with her agents everywhere, that we in the United States for long after war started did not know whom we could well trust. That I believe had a great deal to do with our staying out of the war for so long.

Breaking the Prussian Spell

"The Kaiser thought he had finished his work in South America and the United States. Backed up by that damnable paternalism science had stepped forward a long way in Germany. Why, they were so damnably cunning they had got business people in Britain believing that no dyes could be made without German skill. They were making great headway towards their Prussian ideal of world domination with the Kaiser as the right hand man of God.

"But thank God for England that rushed to the aid of little Belgium: thank God for the English colonies that stood shoulder to shoulder with her, and gave every thing they had to end this accursed paternalism of Prussia. Thank God that my own country is side by side in the battle with these countries!"

End of All Autocracy

"The banner of freedom will be unfurled, and autocracy be a thing of the past not only in Governments but in business. The atmosphere of business is becoming clarified. The employee is coming closer to the business man, his employer. From the era of competition that was almost military we come to the age of co-operation. and of co-operative competition. I think that you in Canada have gone farther ahead in this than we have so far in the United States. You have faced your losses, and learned the value of your sacrifices. We in the States will learn our lesson also. and will never forget it.

The Returned Soldier

"Our problems after the war will be industrial problems. You have some of them already. You have your soldiers coming back wounded, and I am glad to see that your government is making plans to take care of the returned soldiers. Some of these boys will have to be made over. They come back almost as helpless as children after having been through the discipline under government orders and supervision, fed, clothed, told where to go and what to do for so long, and facing such nerve testing ordeals.

Dawn of Democracy

Troubles between capital and labor

will be adjusted on a different basis from now on. The spirit of sacrifice that has awakened conscience will never brook again such conduct of business as it did before the war. I look forward to seeing a future of far more harmonious dealings between employers and employees. You in Canada have never been as money-mad as we have been in the States, but you will find that the new spirit of business will be the spirit of give and take, the spirit of co-operation, the spirit of democracy. That is what we of the United States in this war are fighting for, the spirit of co-operation and of democracy, and that we may help bring the whole world closer together in the kindly bonds of fellowship and humanity."

How the Raisin is Grown

The Story of the Culture and Handling of the Spanish Muscatel With Some Suggestion as to the Reason Why the Californian Product is Gradually Supplanting it

A FEW years ago the Spanish raisin was the familiar friend of every household; indeed not so many years ago it had almost a monopoly of the market. Of late years, however, the phenomenal growth of the California industry has cut into this trade materially, has indeed supplanted it to a great extent, though there are still comparatively heavy importations of the Spanish raisin, especially of the fancy table grades, that are so prominent around the Christmas season. The general demand for a seeded raisin was one of the items that militated against the Spanish product. The Spanish muscatel did not stand seeding as did the Californian variety. It showed a most pronounced tendency to sugar and thus was not received with favor, so the seeding process was practically discontinued, leaving the market free to the California seeded product.

As everyone is more or less familiar with raisins, it will probably be of interest to outline the Spanish method of raisin culture, which does not differ materially from that of other sections.

The vines are not trained on arbors, but are pruned to form bushes that cover an area of about 1 square yard at harvest time. The vines are set out in rows 10 feet apart. During the spring and summer they are carefully cultivated and sprayed with sulphate of copper to destroy insects. The grapes begin to ripen about the 1st of August. Laborers with large flat baskets or trays gather the fruit. It is not all cut at one time, but the field is gone over periodically and only the ripe clusters are cut from the vine with scissors.

The Drying Process

In or near the grape field there is thrown up an earth terrace inclined toward the setting sun. This is divided into sections about 10 yards long and 2 yards wide, around which a low brick or stone wall is built, to protect the raisins and to support the canvas stretched over them at night or during inclement weather. The object of this slanting surface is to keep the sun constantly shining upon it. The bottoms of the drying beds are covered with fine gravel to retain the heat.

Immediately after being gathered, the grapes are spread out on the beds for exposure to the burning sun. At nightfall the raisins are covered with canvas to protect the fruit from the heavy dew, and, as stated, the canvas is also spread over them in the event of rain. There is rarely any rain in this section during May, June, July, August, and September. During the process of drying the grapes that remain green or become spoiled are carefully removed, and the clusters are turned from time to time in order that they may color uniformly. The drying process takes about three weeks, so that the first raisins of the season are ready for packing about the end of August. Heaviest shipments go forward in September.

Packing Methods and Materials

Before packing the raisins are sorted and graded. After small and imperfect raisins have been cut off the clusters are laid in boxes lined with white paper and containing usually 2 2or 25 pounds of fruit. Good fruit which has become detached from clusters through shaking and raisins cut from small and irregular clusters are separated from the rejected fruit and are also packed for shipment. The boxes of raisins are then brought to Malaga by the growers for disposal to the shippers and dealers. The prices realized vary considerably according to the quality of the fruit and the quantity of the crop, also according to the condition of the industry in the other countries where raisins are produced and the general demand in the world markets.

It is estimated that one-third of the raisins exported to the United States go forward in the original packing as received from the vineyard, the boxes being opened at Malaga for inspection and to replace the paper lining by a fancy paper dressing. The rest are repacked in 1, 2, and 5 pound fancy cartons. There are two methods of packing raisins for export. the "French" and "English." The "French" method, so called from the fact that the fruit is packed according to the demands of French and Continental buyers, is to pack the raisins either in clusters or loose, just as taken from the drying beds and without manipulation or pressing. The "English" method is used especially for British and American markets. Under this method the raisins are pressed out between the thumb and forefinger (called in the trade "thumbing" or "facing") in order to flatten out the raisin to improve its appearance.

The wrappers and cartons are sometimes very elaborate lithographs. Formerly Germany supplied a large portion of the paper goods and ribbon used; at present these are mainly of national manufacture.

Malaga's Foreign Trade in Raisins

This year's raisin crop is a good one in both quality and quantity. There are said to be about 1,200,000 boxes available. Prices are ruling fairly high notwithstanding import restrictions in some of the belligerent countries and difficulties in shipping. The level of prices has been maintained chiefly because of the abnormal condition of exchange. Shipments to Great Britain and France—which countries have hitherto been the largest markets—have been practically stopped by British import prohibitions and the difficulty of obtaining French permits. The growers have 75 per cent. of the crop left on their hands: but holders of fruit are looking forward to purchases for account of the British Army.

The raisin industry has declined greatly in comparison with what it was in the middle of last century.

MEETING THE FAVORED BUYER'S PRICES

(Continued from page 27.)

business and overlook the 97 to 98 per cent which goes along without trouble. To reach a similarly moderate frame of mind, look over your own sales slips, analyze them, and thereby see just how much you actually do suffer from this competition. Probably, in the long run over a series of months you will find it does not cut much figure.

Better lay yourself out to make prominent the ways in which your service offers advantages. Concentrate on displays and offerings of goods whereon you have an even deal. Fruits, for example, always attract if well arranged in neat displays, and your people can and doubtless do stand in front of your store to gossip with their neighbors, whereas those who rush past the cutter's windows are either men hurrying about their business or women who have dressed and taken half a day to go down town. You are likely to realize that you have fully as much advantage as anybody.

Meantime, note that you have given me few details to work on. If I have not met your case, or you think I have not, write me further details. State your sales, your average expenses, what you actually made last year, and other items whereon I can base a more comprehensive judgment; for I certainly want to be of real help to you—provided you find you actually need it.

Does Speculator Add to Selling Costs?

Not a Drag But an Actual Useful Factor in Distribution—What He Does, and How He Has Made His Place.

By J. H. Collins in "Printers' Ink"

EDITORIAL NOTE: For years there has been random criticism of the high cost of selling. The middleman—or more vaguely sometimes, the speculator—has been blamed.

It is reasonable to expect that in the general tightening of our national business organization for war, superfluous factors would be discarded. At least the good and the bad inherent in our business system will be mercilessly exposed.

How have the alleged superfluous agencies fared in the food field—the first to be overhauled? Take the speculator, supposed to be a creature of utter superfluity. Has he been proved indeed of no use? Has he added to the selling cost of foods, as many suppose? This article, by a worker in Mr. Hoover's organization, may throw some light on the question.

Last winter's cold storage egg deal was highly spectacular. Various gentlemen became notorious by reason of the money they made in eggs—or were supposed to have made.

Smarting under criticism, one of the "egg kings" retorted:

"You call me a speculator, and tell me what I have done is wicked. Then how about Joseph, in the Bible?" A leading question!

For speculation is rooted in the in the seasons of plenteousness, so that there will be sufficient when things are at minimum production. Somebody has to find the money to do this, and also cover the risks of price insurance. That somebody is usually called a speculator, and like the other big figure of the business world, described by as loose a term, "the middleman," there is hardly a time but somebody is energetically campaigning to eliminate him.

One of the first tasks of war, naturally, was to throw him overboard—even before the country woke to the menace of German agents, the speculator was cast into the belly of that great fish, the Food Law, there to remain until the war is over.

But is he really eliminated?

Some people believe that business under war conditions, free from speculation, will be so much better than anything we have ever known, that we shall never want to go back to the old conditions.

But elimination is a queer process.

Just the other day economists were pointing to Uncle Sam's life insurance for soldiers and sailors, showing how, by the elimination of the insurance solicitor, its cost had been brought down to seven or eight dollars a thousand. Yet, already the insurance solicitor has been found necessary to sell this protection to the fighting force. The Army itself contains officers who were formerly insurance men and they have taken pride in selling the full quota in their companies and regiments, while recently it was announced that an expert had been sent to France to see that soldiers understood and took advantage of this cheap solicitorless insurance.

The most conspicuous suppression of speculation, of course, is that secured by the prohibition of trading in grain futures. The big grain exchanges of the country in normal times render a price insurance service. A country grain buyer contracts with farmers for wheat a month or more before the crop is harvested, offering a definite price. Or he buys wheat at the market price when farmers bring it in, holding it until he can make a large shipment. A drop of five cents a bushel in the price while he is waiting for grain, or holding it, would wipe out his profit and perhaps his business, which is conducted on slender margins. There must be some form of price insurance to protect

The above is the official Canadian Food Control emblem. Licensees under the Canadian Food Control are expected to use this emblem on their business stationery, advertising, shipping cases, etc.

him, and this he secures by selling an equal amount of grain on the nearest exchange at a price which will protect his investment, and yield him a reasonable profit. That is known as a "hedge." His sale is made to speculators—patrons of the grain exchange who believe their forecasts about the price of grain during the next few weeks warrant their betting a little money with a view to speculative profits. And these patrons, far from being the calculating city gamblers that popular fancy paints them, are very often farmers and country merchants. If the market goes against them they lose, but the grain buyer who hedged his purchases, is protected. Not one speculator in a hundred knows that he renders this service of insurance to the legitimate trade, yet it is a definite by-product of grain future operations.

The flour miller who contracts for deliveries that will keep his mill busy for several months also uses the grain exchanges to hedge his raw materials, in normal times, buying instead of selling.

When Uncle Sam abolished trading in futures with the Food Law, he had to provide a substitute for this insurance. To-day we find Uncle Sam carrying what is probably the biggest grain hedge on record. With speculation gone, it was necessary to stabilize the price of wheat so that it should not fluctuate at any point or at any time during the crop year. A rate of $2.20 per bushel was set upon the whole 1917 crop, based on No. 1 wheat, f.o.b. Chicago, and differentials for all grades at every big terminal market were carefully worked out, so that a bushel of wheat to-day in any part of the United States represents a value as absolute as the value of gold. Not only the grain trade had to be insured, but the grain grower. For we need large production, and that can only be secured by guaranteeing a good price. So Uncle Sam stands ready to pay $2 a bushel at primary terminal markets for the whole 1918 crop.

Now, this insurance of the price next year is expected to give us a billion-bushel crop. If the war continues we will need all that wheat. But should the war end before Uncle Sam has a chance to close his gigantic 1918 wheat deal, world prices will undoubtedly drop. They may be cut squarely in two, for there will be fully a billion and a half bushels of wheat in other countries after the January harvests. If the world price falls to a peace time normal, and Uncle Sam cannot find a market for it, there will be a very great loss. Herbert Hoover estimates this possible loss to the Government at from $300,000,000 to $500,000,000 if peace comes before all the 1918 wheat is marketed—that is, until September, 1919.

In many other commodities the downright speculator—that is, the unmistakable gambler who bets surplus money on futures in commodities not ordinarily handled in his own business—furnishes the same by-product of price insurance. It is so in pig iron, cotton, coffee, provisions and other staples. Practically every commodity which lends itself to storage and standardization, and the creation of warehouse receipts for collateral, becomes material for speculation. Far from being an anti-social thing, such speculation broadens and stabilizes markets and builds up industries. Take the potato, for instance. Our 1917 crop was large and involved storage and finance problems. To give added stability, the Federal Reserve Board made potato storage receipts collateral for loans at banks. In the South, sweet potato production is being stimulated by establishing bonded warehouses in which this crop may be stored and financed with money borrowed from Federal Reserve

Banks. The pig iron market in this country suffered unreasonable price fluctuations which bore heavily upon producers until a speculative market in pig iron warrants was built up along lines followed for years in England.

To condemn the speculator in general and seek to eliminate him is easy enough so long as you do not attempt to define him, or select a definite operator in a definite trade for elimination. On the speculator in general, there is never any closed season—you are free to go gunning for him any time. But the moment you raise him out of a covert and point the gun, you will begin to have doubts and hesitate about pulling the trigger, and perhaps not pull it at all. For when he comes into plain view there are serious questions about him being the exact kind of game you originally went out to shoot.

Take the cold storage business as an illustration.

Here is an industry which practically the entire consuming public and many business men believe to be permeated with speculation, involving a real economic waste. It comes into prominence inevitably each winter when its butter and eggs, and cheese, and Christmas turkeys, are brought out for sale. We have a large city-dwelling population which does not seem to be able to understand that hens lay more eggs in summer than in winter, and that without cold storage there must be sharp fluctuations in price between those two seasons. Nor can it understand that there is a good deal of cost involved when you put eggs away for several months under artificial refrigeration and pay interest on the investment, and storage costs. But the cold storage men —or rather their customers who rent storage space—are really doing what Joseph did in Egypt. In April, when the earth brings forth by handfuls, they gather up and provide against the winter months of scarcity.

He Has a "Place in the Sun"

Decide for yourself whether this man is a speculator—he frankly says that he has his own doubts about it.

At present he is in Washington serving on the Food Administration as a volunteer, helping meet national problems in his own industry. All his life he has dealt in eggs and poultry. Over a large section of the Middle West he owns buying stations to which farmers' wives bring their eggs and chickens. Fully 90 per cent. of our egg supply comes from the average farmyard flock in such territory. If the farmer's wife found no buyers for eggs when she went to town, it would not pay to keep hens, and so production would fall off. There is no predicting what day she will come in with eggs, or what month she will decide to sell off her surplus chickens. If the experienced buyer in that field could set aside the element of chance in both weather and farmers' wives, and purchase at certain favorable seasons of the year, when quality is best, closing up shop at other seasons, he would gladly do so. But he must be ready to purchase every day in the year, regardless of weather, and supply, and price, and furthermore, take everything the farmer's wife brings him, the tolerable eggs with the good ones, and the old hens and tough roosters in midsummer as well as the tender broilers during the cooler months. If he could count upon an exact adjustment between city demand and country supply that would help a lot, but no such adjustment is possible. Therefore, he must take the surplus of the fat months and put it away in cold storage for lean seasons. This requires money. He has to finance his holdings by borrowing at the banks, paying interest. There is no way in ordinary times of predicting what the future may bring forth in the shape of prices. One year his storage holdings will fetch a good profit and the next year a loss.

This man deals only in actual commodities, selling only to legitimate dealers who purchase to supply the consumer. Under the Food Law practically no change has been made in his methods of doing business. President Wilson defined the speculator as an operator in foodstuffs, not in any legitimate sense a producer, dealer or trader. This man is clearly a legitimate dealer, and his function is so useful and necessary in normal times that it has been continued in war. Yet there are seasons when the most straightforward conduct of his business involves something closely akin to speculation—that is, he has to put stuff away, finance his holdings, and take his chances on profits or loss on the fluctuations in price.

Speculators of Another Sort

But not all dealers in cold storage stuff are of this class. That industry has been made conspicuous the past two or three seasons by invasions of outside operators, men in other lines of business who are attracted by unusual price fluctuations in butter, eggs, poultry and cheese, and enter the market for what the English race track tout calls a "bit of a flutter." Having no trade connections to supply with these commodities , they nevertheless purchase them in blocks with a view to profit. This kind of operation is now prohibited by law. For it causes price advances, and unwarranted extortion from the consuming public, and also interferes with the legitimate distributing trade.

But even this interloper has a certain function in normal times. Under state laws cold storage warehousemen are prohibited from owning the goods that they carry in their coolers. That law was designed to protect the sanctity of the warehouse receipt, and make it good banking collateral. The warehousemen, under pressure of competition to fill their coolers each season, must have a following of speculators who will buy the butter, and eggs, and dressed chickens as they come in, and carry them until they are sold. Very often the speculator is merely a convenience for the warehousemen, who without actually owning commodities themselves, enable their speculative patrons to carry the stuff by advances of credit as well as by offering liberal financial arrangements.

Upon such speculative patronage the cold storage industry has built itself up, and as in most other lines of business, growth and financial accommodation and facility have been secured along with certain trade evils which everyone in the business recognizes, but which the individual warehouseman has been powerless to correct. Bill Jones admits that extensions of credit to speculative operators are open to criticism. But Tom Smith and George Johnson have cold storage warehouses around the corner, and stand ready to welcome every speculative patron that Bill turns away.

War seems likely to eliminate speculation to this extent:

That recognized evils in many trades, borne individually because collective trade sentiment was not strong enough to abolish them, are now up for review in a national crisis, with a collective sentiment strong enough to overcome them. In every line business men recognize that these are unusual times, bringing precious opportunities for the correction of trade evils, and the legitimate and necessary operator in commodities means to part company with the illegitimate and unnecessary operator. In other words, Joseph is going to throw Jonah overboard .

But who is really a Jonah?

That is the question.

In all the mazes of the business structure, with the farmer and country storekeeper, who occasionally take a bit of a flutter on the Chicago Board of Trade, and the investors who buy pig iron warrants, and the dealers in perishable fruit and vegetables who turn surplus capital in quiet season to the financing of a block of cold storage eggs—where, in all this maze, of gamblers rendering a real financing and insurance service, and legitimate traders being forced at times to speculate in their own commodities—where is the line to be drawn?

The answer comes to be that the line cannot be drawn too definitely, except where Uncle Sam steps in and takes practically entire control, as with wheat.

That was an industry so large, and so vital in the war problem of both ourselves and our allies, that Uncle Sam could throw overboard both Jonah and Joseph.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

J. M. McLeod, owner of a general store, at Dalhousie, N.B., is dead.

As the result of the use of flavoring extracts as intoxicants, regulations providing for registration of all sales of this commodity are being framed.

A new grocery store has recently been opened for business in the Dand Building, New Glasgow, N.S. The business will be conducted under the firm name of McIsaac & Co.

T. H. Estabrooks, president of the T. H. Estabrooks Company, presided at the district conference of the Maritime Rotary Clubs, which met in St. John this week.

An association of retail merchants has been formed at Newcastle, N.B., with the following officers: President, George Stables; 1st vice-president, S. B. Miller; 2nd vice-president, G. G. Stothart; secretary, W. Amey; treasurer, H. B. Moody.

The St. John Board of Trade is petitioning the Dominion Government to make provision for a better service to the West Indies on account of the serious results on trade arising from the curtailment of the service.

The opening of the Lenten season found the St. John markets poorly stocked to meet the extra demands for fish foods. Recent cold weather had prevented fishing operations, some of the bay craft being frozen in and the crews of others refusing to work and little fresh stock has been arriving. Herring, halibut and smelt are practically off the market and even salt fish has been rather scarce. Prices are high for what little fresh fish is on the market. Haddock commands 12 to 14 cents, as compared with 10 cents last year; cod runs the same; herring are ten cents instead of seven; halibut thirty as compared with twenty, and smelt sell for twenty-five cents instead of fifteen.

The following is a list of grocers who suffered loss through the Halifax explosion. Some of these dealers may be only temporarily out of business until the devastated section of the city is rebuilt or until temporary premises are found: J. W. Fisher; L. L. Farrar, baker; Wm. Gardner; Mrs. J. V. O'Connor; J. J. Perrin; Mrs. R. H Dane, grocer and dry goods; Miss A. McGrath; Mrs. C. McNeil; J. D. Hamilton; E. J. Mason; J. S. Mooney; F. W. Murphy; C. Upham; Mrs. F. McGill; E. R. Wright; P. Shaw; Mrs. J. Brown; Mrs. J. Guess; I. Creighton & Co.; A. B. Burchell; Emmetts Ltd.; Mrs. M. Mahoney; Mrs. E. Mowatt; Mrs. Wm. Nodwell, grocer and dry goods; J. P. O'Connor; H. Rogers; Chas. Squires; W. Biggers; all of Halifax. Rob't Dares; Mrs. J. D. DeBay; M. Leahy; Sydney Mott, grocers of Dartmouth, N.S.

Quebec

N. Richard, grocer, Quebec, has sold out.

J. E. Malouin, grocer, Quebec, has sold out.

H. Lacas, grocer, Montreal, Que., has sold out.

F. Duchesneau, grocer, hardware, etc., Quebec, has sold out.

Archambault & Lachapelle, grocer and hardware, Montreal, Que., have dissolved.

C. J. Newton, of the Jno. B. Paine Co., Ltd., Toronto, was a business caller on the Montreal trade.

Freeman and Sheely have been appointed the Montreal agents for the Jno. B. Paine Co., Grocer's Specialties, Toronto.

The W. M. Lowney Co., Montreal, confectioner and bakers' supplies, are being represented this week in the Maritime Provinces by Miss M. K. Ross.

C. F. Morrow, advertising manager for the Atlantic Sugar Refining Co., Montreal, left for New York early in the week and will return Monday next.

G. B. MacCallum and Co., manufacturers' agents, have been appointed Montreal representatives of the Marven Biscuit Co., Moncton, N.B., and will carry the full line.

P. A. Shier, representing the Royal Oak Milling Co., of Toronto, called on the Montreal trade last week in the interests of their Montreal agents, Freeman and Sheely.

The Canada Maple Exchange, Montreal, is being represented throughout the Maritime Provinces at present by Miss M. K. Ross. Miss Ross has been on similar work and is well-known among the trade.

Thos. Ward, of Joseph Ward and Co., returned to Montreal after a few days in Toronto. It was a protracted return journey; leaving Toronto on Friday night at 11 o'clock, he did not reach Montreal till Sunday morning.

H. I. Eliasoph, general manager of the Canada Maple Exchange, Montreal, has just returned from an extended trip throughout Western Ontario and the Province of Quebec in the interests of his firm. Mr. Eliasoph called on the leading brokers and wholesalers in all the principal cities and reports the outlook for business very bright.

A serious fire recently occurred in J. P. Paul's grocery, Sorel, Que., and before it was under control it had spread to a number of adjoining stores. Mr. Paul was out of the city at the time of the fire, and was recalled by wire. His loss will amount to approximately $25,000. How much of this loss is covered by insurance is not known at present.

Ontario

Arthur Dell, grocer, Toronto, has sold out.

M. A. Harvey, grocer, Toronto, has sold out.

Taylor & McLean, grocers, Toronto, have sold out.

H. J. Bradford, general store, Rainy River, Ont., has sold out.

Mrs. T. Montpetit, grocer, Windsor, Ont., has sold to I. Blitzer.

N. Lynn, grocer and butcher, Welland, Ont., has sold to Esser & Co.

John S. Charles, grocer, Burford, Ont., has discontinued business.

Groves Bros., grocers, 483 Church St., Toronto, have sold to M. D. Grimshaw.

P. H. Smye & Co., grocery jobbers, Hamilton, Ont., have suffered fire loss.

W. Blake McMurtry, Ltd., grocers, Bowmanville, Ont., have advertised stock for sale.

H. Braidberg, general store, St. Catharines, Ont., has sold to H. Braidberg, Ltd.

Howey & Ross, grocers, Port Dover, Ont., have been succeeded by Ross & McQueen.

An approximate estimate places the loss of Ottawa retail merchants during the "heatless" days at $350,000.

Retail merchants, of Kingston, Ont., have reformed the local association, believing that such action is for the benefit of the trade.

A new grocery firm has opened in Barrie under the name of Merrick and Litster; the members of the firm are Roy P. Merrick and Henry Litster.

David W. Goldie, a retired grocer, died at his home, Locust Hill, recently. For twenty-five years he conducted a grocery store in Toronto, retiring some six years ago.

N. Fisher and Company, of Shelburne, are making extensive alterations to their general store. The changes will materially improve the arrangements of the store.

Fort William Board of Trade has elected the following officers for this year: E. R. Gavin, president; H. A. Miller, vice-president; Mr. Dowler is the retiring president.

James A. Cummings, who for some time past has been in the grocery business in Wingham, Ont., passed away recently. Mr. Cummings was born in Wingham 46 years ago. He had been ailing for some time.

William Coutts died in Galt recently in his 65th year. He came from Aberdeenshire, Scotland, in his 32nd year and settled in Galt where he opened a grocery business which he conducted till the time of his death.

A serious fire recently completely destroyed the general store of O. Jalbert,

Fort Frances. The fire started from an overheated furnace. The damage is estimated at $35,000. There is $20,000 insurance on the premises and stock.

Western Provinces

I. Mael, grocer, Edmonton, Alta., has sold out.

R. J. Emerson, grocer, Saskatoon, Sask., has sold out.

Bay Bros., Ltd., general store, Prelate, Sask., have sold out.

J. H. Morris, grocer, Edmonton, Alta., has been burnt out.

W. E. Bachmeir, general store, Prelate, Sask., has sold out.

H. N. LeBaron, general store, Barnwell, Alta., has sold out.

B. A. Shmelnitsky, general store, Dauphin, Man., has moved to Prelate, Man.

Freeman & Freeman, wholesale tobaccos, Winnipeg, Man., have suffered loss by fire.

Matthewson Bros., general store, Duval, Sask., have been succeeded by M. Essery & Co.

C. W. Simmonds, general store, Coalspur, Alta., has been succeeded by A. S. Maxwell.

Hammond & Hamilton, general store, Pense, Sask., have sold their stock to J. A. Robertson.

Wedin and Wilbrecht have dissolved partnership, A. Wedin continuing at Griffin, Sask., and F. Wilbrecht at Froude, Sask.

MONTREAL TEA IMPORTER DEAD

Peter Kearney, of the firm of Kearney Bros, tea importers, of Montreal, died at his Montreal home on Feb. 15th after an extended illness of several months. Mr. Kearney was born in County Louth, Ireland, and has been a resident of Montreal for the past 38 years. His long residence here served to permit of a wide acquaintance throughout the trade in Quebec, the New England States and Ontario.

Mr. Kearney was unmarried, Wm. Kearney, a brother, and Mrs. J. J. White, a sister, survive Mr. Kearney.

DEPARTMENTAL STORE STAGES GOOD ROADS' COMPETITION

The good roads competition for 1918 has been launched by the Robinson and MacBean departmental store, Moose Jaw, at a banquet held recently, when the reeves and councillors of municipalities surrounding Moose Jaw were in attendance. The banquet was presided over by W. F. MacBean.

OTTAWA R.M.A. ELECTS OFFICERS

Ottawa Retail Merchants' Association has unanimously elected L. N. Poulin as president, succeeding Henry Watters. Other officers elected were: first vice-president, S. McClenaghan; second vice-president, Clarke Cummings; treasurer, A. P. Johnston; secretary, B. G. Crabtree. The Association pledged its assistance to the Food Controller in the conservation of supplies.

Sergeant A. C. Manson, son of D. S. Manson, manager of the Scott Fruit Company, Ltd., Winnipeg, was recently mentioned in despatches for bravery in action. He went overseas with the 44th battalion. Sergeant Manson is one of three sons of D. S. Manson, all of whom are overseas.

WINNIPEG BUSINESS CONGRESS SUCCESSFUL

A business congress at which addresses were delivered by experts on retail problems, has been completed at Winnipeg. Frank Stockdale, the American retail merchandising expert, was one of the lecturers. G. Pryor Irwin delivered the closing lecture on "Cash, Credit, Collections, the Future of Your Trade." Members from outside points were guests of the McClary Mfg. Company to a theatre party. J. H. Curle, secretary of the Retail Merchants' Association, one of the promoters of the short course in merchandising, urged that the congress be made an annual event.

TO ALL OF US

"Each paper, book and magazine
Sprouts upward like a geyser
Recipes for saving things;
We're growing thin and wiser!
We salt down beans, dehydrate greens.
Store up foods like a miser;
We're going to preserve the world.
And also can the Kaiser."

THE GOLDEN JUBILEE OF A WELL KNOWN HOUSE

Dupuis Freres, Ltee., the large Montreal departmental store, will celebrate its fiftieth anniversary this year, having been founded in March, 1868.

At the time of its establishment in 1868 the population of Montreal was 80,000; to-day it is nearly 700,000. Dupuis Freres was the first dry goods store to be established on St. Catherine Street, which was then sparsely inhabited. The original store barely occupied 2,000 square feet, while the present store covers over 136,000 square feet.

The celebration of its golden jubilee is naturally an event of considerable interest in commercial circles of the city.

The 700 employees of the house have subscribed a handsome sum towards the purchase of an artistic decorative fountain which will be their golden jubilee gift to the house and to Mr. J. N. Dupuis, its president.

SEVEN HOUR DAY FOR ST. THOMAS STORES

Leading merchants of St. Thomas, Ont., have agreed to open their stores at 10 a.m. and close at 5 p.m., excepting Saturdays, when the closing hour will be 9 o'clock. This action is taken in order to conserve fuel and in carrying out the policy the merchants are asking for the co-operation of the public.

SASK. BAKERS HAVE TO CHANGE SIZE OF LOAF

The new order in council effective March 1, requiring bakers to hold licenses, necessitates Moose Jaw bakers once again changing the size of their loaves. Previous to the enforcement of the city by-law calling for one and a half pound loaves, consumers were able to obtain from 15 to 18 one pound loaves for a dollar. When the city by-law became effective the price was reduced to 12 one-pound loaves for a dollar, or 8 one and a half pound loaves. The bakers are meeting shortly to consider the new regulations.

LLOYDMINSTER, SASK., CO-OPERATIVE ASSOCIATION HOLDS ANNUAL MEETING

The annual meeting of the Lloydminster and District Agricultural Co-Operative Association was held on January 30. The merchandise department was reported to be growing rapidly, and it was announced that a new store was under consideration to be constructed in the Spring. The total turnover for the year amounted to $248,000, the net profits being $9,600. The association leads those in the province of Sask. in returns by about $50,000. The sum of $500 was voted to the Agricultural Relief of the Allies' Fund, and $100 to the Lloydminster Red Cross Society.

LITTLE DAMAGE TO PEACH CROP

W. A. McCubbin, in charge of the field laboratory of plant pathology, at St. Catharines, Ont., after a thorough examination of conditions of the peach orchards in the Niagara district, reports that the damage from the extreme cold has been slight. "Buds," he states, "are fewer than normal, and not nearly as large or well developed. Whatever the remainder of the season may bring, the prospects so far are not at all discouraging."

New Goods Department

A new brand of cocoa is being introduced to the Canadian trade. It is known as the "Puritan" brand, and is sold in blue labelled tins, with an illustration of an early Puritan figure in the centre. The cocoa is a product of the Puritan Company, New York. The Canadian distributors are Stevens and Company, St. Nicholas Street, Montreal.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST in the sugar situation continued to be an absorbing one during the week. Three refineries made no shipments at all during the week. A fourth refiner made light shipments, while a fifth refiner had sugar available for shipment from refineries in Ontario but railroad situation operated to keep supplies out of market. As soon as delivery can be made on sugars now being refined in Ontario relief will be given to the situation within the province.

Shipment of flour from Western Canada to Eastern points has improved slightly during the week but is still inadequate to meet the demand. There is a very active demand for cereals of all kinds but available supplies of corn and oats are not plentiful. Poor deliveries of corn from the United States and light shipments of oats from the Canadian West have operated to make available supplies of these grains lighter than needs of consumers.

Lard and shortening have been in firm market with advances recorded. Hams and bacon showed an upward tendency. Dairy butter was in strong market with considerable advances registered. Fresh-made creamery butter also showed an upward tendency. Storage eggs are pretty well cleaned out, while production of new-laids has not increased to the extent of causing lower prices. Both fish and eggs have been in excellent demand during the week on account of their suitability as a Lenten diet.

Advances have been fairly numerous during the week and comprise coffee essences, sauces, candles, clothes pegs, clothes lines, gum, soap powder, catsups, pickles. Lima beans continued in strong market. Business with wholesale houses was reported fairly good during the week.

ONTARIO MARKETS

TORONTO, Feb. 20.—The item of greatest interest at the present time is that of sugar. Very light supplies have reached the market during the week. There is an active inquiry for sugar on the part of retailers. Lima beans were also in very active market but the range of prices held steady. Price movements have all been in the upward direction and include such commodities as coffee essence, sauce, clotheslines, candles, gum, catsups, pickles. The Food Controller has made the ruling that icing sugar in packages can no longer be put up for sale. Trade has been fairly good during the week.

Tonnage For Moving Raw Sugar Satisfactory

Toronto.

SUGAR.—Conditions for the moving of Cuban raw sugar from the island continue to be quite satisfactory. Harbor conditions at New York are improving, which will permit docking of ships. Up to Wednesday of last week the joint committee had moved or assigned tonnage for 470,000 tons of sugar and has secured the steamers necessary to bring the total shipment from the island up to something more than 600,000 tons by the end of the present month. When these sugars are distributed a satisfactory condition should gradually be brought about and relieve the present tightness so far as supplies are concerned. There are now 192 centrals grinding on the Island of Cuba as compared with 182 last year, so that production is now pretty near the maximum. From this time forward it will simply be a question of getting the raw sugars distributed. Continued fine weather on the island is also favoring the planters in getting the cane crop harvested. Arrival of stocks in the local market were confined to light deliveries by one refiner. Supplies of sugar are reported on the way from Chatham but railway deliveries are operating to hold up delivery. As soon as the railways are able to move supplies of refined sugar in Ontario points there should be a measure of relief. Supplies of sugar in wholesalers' hands have been very light during the week. The Department of Food Controller has made the ruling that icing sugar in packages henceforth cannot be put up. This class of package sugar will accordingly disappear.

Atlantic, extra granulated	8 54
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated.	8 54
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials:—25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Clothes Lines, Candles, Catsups, Pickles, Go Up

Toronto.

CLOTHESLINES, CANDLES, CATSUPS, PICKLES.—Advances have been made effective in price of cotton clotheslines, new prices being as follows: 30-foot, $2.15 per dozen; 40-foot, $2.60; 48-foot, $3.15; 60-foot, $3.85; 72-foot, $4.75; 100-foot, $6.50. Dalton's coffee essence has been advanced to $1 per dozen and 5½ oz. size to $2.75 per dozen. H. P. sauce is now quoted at $2.85 per dozen. Candles have been increased in price, 12's loose being quoted at 12½c to 13c per pound and in cartons at 13c to 14c per pound; 6's loose are quoted at 12c and in cartons at 12½c per pound. Clothes pegs have been advanced, being quoted at 85c per box of five gross. Spearmint and Doublemint is now quoted at 70c per box, an increase of 5c. Taylor's soap powder has been advanced to $2.50 per case or $2.45 in five-case lots. Catsups have been advanced as follows: Club House No. 1. $1.80 dozen; Club House No. 2, $2.75 dozen; Rex No. 2, $1.40 dozen. Taylor & Pringle's pickles have been advanced in price, sour mixed 10-oz. now being quoted at $2 per dozen, chow 10-oz. at $2 and sweet mixed 10-oz. $2.10 dozen. Kkovah health salts are being quoted in new sizes, No. 15 at $17.40, No. 25 at $27 per gross. Egg substitute is quoted at $15 gross and Kkovah custard at $15 per gross.

Cane Syrup Shows Lower Tendency

Toronto.

MOLASSES, SYRUPS.—There was a weaker market for cane syrup evidenced by the fact that one brand is being quoted down 70c per case. Crystal Diamond 2's are now being quoted at $5.05 per case. This commodity is being manufactured in a lighter grade. Molasses market held steady but in firm

position. Corn syrups were unchanged. Demand for molasses is reported fairly good. Syrups are also moving fairly freely.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lt	....	0 06
Cases, 2-lb. tins, 2 doz. in case	....	5 30
Molasses—		
Fancy Barbadoes, barrels	0 92	0 95
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Corn, Tomatoes And Peas In Better Demand

Toronto.

CANNED GOODS.—The firmness in the market for canned peas, corn and tomatoes has worked out toward slightly higher prices in certain quarters. In one instance tomatoes formerly sold at $2.60 per dozen were advanced to $2.75, while standard peas selling at $1.90 per dozen were advanced to $2. Corn 2's formerly selling at $2.40 were advanced to $2.50. There has been a good inquiry for canned goods reported from the Canadian West. Stocks in the local market are not heavy.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 60	2 75
Peas, standard	1 90	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	....	2 10
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 80	0 85
Do., black currant, 4-lb. tin	0 77	0 83
Do., strawberry, 4-lh. tins	0 80	0 85
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Business In Dried Fruit Not Active

Toronto.

DRIED FRUITS.—Due to slow arrivals and comparatively light stocks of prunes, business in this commodity has been comparatively light. This is the season of the year when consumption should be at the best. There are fairly good stocks of raisins in the market. Some new crop California Valencias arrived during the past week and are being shown by wholesalers, quotations being made at 10¾c lb. in 50-lb. boxes. From this time forward it is hoped that deliveries may increase as the chance of heavy consumption decreases the nearer the approach to the fresh fruits. A car of California prunes reached the local market during the week that had been on the way since November last. There are now fairly heavy stocks of dried fruits rolling but when they will reach this market is always a riddle.

Apples, evaporated	0 23	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	....	0 35
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 29	0 30
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 15	0 16
60-70s, per lb., 25's, faced	0 14	0 14½
70-80s, per lb., 25's, faced	0 12	0 13½
80-90s, per lb., 25's, unfaced	....	0 12½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	....	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 13½	0 15½

Medium-Priced Teas In Good Supply

Toronto.

TEAS.—Stocks of medium-priced teas continue to be fairly heavy. Supplies of high priced teas, however, are comparatively scarce, but are sufficient for the demand as they are not being sought after. There is a good inquiry for tea. Nothing definite has been announced with respect to further imports of tea into the United States market from Java. Prices in the local market held unchanged.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

May Be More Ships Available For Coffee

Toronto.

COFFEE.—The recent release of some of the Dutch steamers for carrying trade of the United States gives some ground for the report that some of this tonnage is to be used in the South American trade, in which event they will be utilized as carriers of coffee. This would undoubtedly help to ease the freight situation. In the primary market there was renewed disposition to sell coffee, which had a weakening effect on the market. In the local market a comparatively strong position exists for some of the cheaper grades of coffee but as yet no changes have been recorded. Sweet cocoa was advanced in one quarter during the week to the extent of 2c per pound, making the range of prices in the instance noted 18c and 20c per pound.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 18	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Hard To Get Deliveries On Spice Supplies

Toronto.

SPICES.—Importers are finding it very difficult to get deliveries on spices from primary points. Delay in shipments is causing a lot of uneasiness in the market. Cassias were higher in one quarter during the week at 33c per pound base. Cream of tartar in packages was in still stronger market. One dealer sold out of 2-oz. size and price on 4-oz. was advanced 10c and on 8-oz. tins, 40c per dozen, making range of prices on latter $5.05 to $5.25.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	....
2-oz. packages, doz.	....	1 45
4-oz. packages, doz.	....	2 60

8-oz. tins, doz.	5 05	5 25
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Lower Filberts Coming; Shelled Peanuts Scarce

Toronto.

NUTS.—Spot stocks of shelled peanuts are getting within narrow compass and prices on Spanish advanced 1c per pound to 18c, while Chinese and Japanese were also higher by 1c at 16c. Further supplies of peanuts are due to arrive from the Far East. Shelled walnuts are also getting low. Some shelled filberts are on the way to this market which can be sold for 5c per pound lower than quotations at present time. It is very much of a problem to know whether these stocks will arrive. A recent shipment of nuts was sunk by submarine and the shipment now on water cannot be considered safe until they have reached port.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 21	0 22
Do., No. 1 Virginia	0 19	0 21
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 63	0 65
Peanuts, Spanish, lb.	....	0 18
Do., Chinese, Japanese, lb.	....	0 16

Lima Beans Show Higher Price Range

Toronto.

BEANS.—Lima beans continued to hold the centre of the stage in the bean market. Prices ranged higher during the week at 20c, although the low quotation of last week at 17½c was maintained. There is a good movement in lima beans at present time. Rangoon beans held in a firm market in view of the restrictions that makes their importation difficult. The United States Government has commandeered all stocks of beans in the country, in port, Manchurian beans on dock and all stocks on the Pacific and Atlantic bound for that country.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	....
Can. white kidney beans, bush.		
Indians, per bush.	6 50	7 00
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 17½	0 20

Movement Of Rice Has Been Stimulated

Toronto.

RICE.—The embargo placed on the shipment of rice from the United States has had the effect of restricting available supplies for this market. Domestic consumption is reported to be improving and this together with the difficulty of shipment for Far Eastern rices, works toward a strong market for existing stocks of rice. Movement of rice in the local market has been stimulated to an appreciable degree by the conditions in the primary markets.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.	....	0 12½
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 00	9 00
Japans, fancy, per 100 lbs.	10 00	11 00
Japans, second, per 100 lbs.	9 50	10 00
Chinese XX, per 100 lbs.	8 25	9 00
Tapioca, per lb.	0 14½	0 15

Package Rolled Oats Hold Steady

Toronto.

PACKAGE GOODS.—The market for package rolled oats maintained a steady firmness during the week. There is a good inquiry for package cereals, particularly those made of oats. There was but little improvement in the movement of grain from the West during the week. Difficulty is experienced in getting sufficient supplies to meet milling requirements for Eastern concerns.

Cornflakes, per case	....	3 40
Rolled oats, round, family size, 20s	5 65	5 75
Rolled oats, round, regular 18s, case	2 00	2 05
Rolled oats, square, 20s	5 65	5 75
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Interest In Honey Is Now Lacking

Toronto.

HONEY, MAPLE SYRUP.—Interest in honey is lacking at present owing to bare condition of the market. Only some light stocks remain that are reserved for customers' needs. Maple syrup held in steady market with talk of new crop beginning to be manifest.

Honey—		
Clover, 5 and 10-lb. tins	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	....
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 00
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Strawberries Now In; Barrel Apples Plentiful

Toronto.

FRUIT.—Florida strawberries are now being brought into this market and are quoted at 65c per box. Homegrown rhubarb is also on the market at $1.25 per dozen bunches. Several cars of Nova Scotia apples reached the market during the week to be sold on consignment. A number of these were small apples or tree run and were being offered as low as $2.50 per barrel for inferior stock. Movement of apples has not been active. Prices of the barrel variety will probably reach lower levels before the season is over in view of the stocks that are held.

Apples—		
Boxes, Spitzenberg	2 65	3 00
Winesaps, box	....	2 50
Rome Beauty, box	2 75	3 00
Ontario—		
Baldwins, No. 1, bbl.	....	7 00
Greenings, No. 1, bbl.	....	7 00
Kings, No. 1, bbl.	....	6 50
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	4 50
Nova Scotia—		
Baldwins, No. 1	....	5 50
Do., No. 2	....	4 50
Wagner, No. 1	....	6 50
Do., No. 2	....	6 00
Starks, No. 1	....	5 50
Do., No. 2	....	5 00
Bananas, yellow, bunch	3 00	3 50
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	4 50
Do., 54s, 64s, 80s, 96s	4 25	5 00
Cuban and Porto Rico, 54s, 64s, 80s, 96s	....	4 00
Oranges—		
California Navels—		
80s	4 00	5 50
96s	4 50	5 50
100s	4 75	5 50
126s	5 50	6 00
150s	6 50	....
176s, 200s, 216s, 250s	6 75	7 00
126s, 150s, case	....	6 00
176s, 200s, 216s	....	6 50
Mexican oranges, 216s, 250s	....	3 50
Florida Oranges—		
80s, 96s, 100s	....	4 75
126s	5 25	5 50
150s	....	6 00
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	....	....
Do., Messinas, box	....	6 00
Pears, Cal., box	3 25	....
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Do., Messinas, box	....	5 50
Pears, Cal., box	....	3 50
Pineapples, Porto Rican, cs. 30-36s.	....	5 50
Rhubarb, dozen	....	1 25
Malaga grapes, keg	....	10 00
Strawberries, box	....	0 65

Good Movement Of Carrots And Onions

Toronto.

VEGETABLES.—Due to the publicity given to the matter by the Department of Food Control and newspapers there has been a good movement of carrots and onions during the week. Stocks were reduced considerably. Shipments of some carrots were even made to Winnipeg. Potatoes are coming to market in better supply, quantity of New Brunswicks arriving being fairly good. In Ontario the condition of the roads is still operating to hold up supplies. Cabbage in barrels were in firmer market, quotations being made 50c per barrel higher in some quarters.

Beets, bag	0 90	1 50
Brussel sprouts, quart	....	0 25
Cauliflower, Cal., standard crates	4 25	4 50
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 60	0 65
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	6 50
Cucumbers, Boston, doz.	....	3 00
Lettuce, leaf, doz. bunches	0 30	0 35
Do., Boston, head, hampers	2 50	2 75
Mushrooms, 4-lb. basket	....	....
Onions—		
Spanish, crates	4 50	5 00
Spanish, half crates	2 40	2 50
Do., Canadian, 75-lb.	2 25	2 50
American, 100-lb. sacks	....	3 00
Potatoes—		
New Ontario, bag	....	2 25
N.B. Delawares	....	2 50
P.E.I., bag	2 15	2 25
Sweet, hamper	....	3 25
Spinach, box	0 60	0 75

Tomatoes—		
Hothouse, 4-basket crate	....	3 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 85
Peppers, green, dozen	....	0 75
Turnips, new, bag	0 50	0 65

Shipments From West Are Improving

Toronto.

FLOUR.—Shipments of flour from the Canadian West have shown a slight improvement during the week, mills reporting that they have had arrivals in rather light quantities. Shipments to Ontario points have been restricted owing to the difficulty in getting cars. Customers who take small lots have perhaps been able to get better delivery than the ones requiring carlot shipments. Stocks of flour in retailers' hands are still light. With milder weather some improvement in the shipping situation is hoped for. The Wheat Export Company has been a free buyer of wheat and before new season's crop comes available supplies in Canada will in all probability be within narrow compass. Prices held unchanged at the established basis.

War grade, 74% extraction—		
Manitoba spring wheat.	11.10	11.30
Ontario winter wheat..	10.60	10.80
Blended, spring and winter	10.85	11.05

Substituting Barley And Corn For Feeds

Toronto.

MILLFEEDS.—In view of the scarcity of wheat for milling purposes and the reduced content of millfeeds that are available through the new milling regulation attention is now being given to substitute feeds for stock. Mills that have the equipment are grinding barley and corn and oats and making various combinations of these commodities in order to keep the percentage of fats and proteins therein. There would in all probability be greater activity in the milling of these products as feeds if it were possible for the mills to get the machinery within reasonable time. Installing takes considerable time. There is an excellent demand for feeds of all kinds in view of the light supply.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Demand Keen For Cereals Of All Kinds

Toronto.

CEREALS.—There is an active demand for cereals of all kinds but supplies are limited. Oats are scarce and deliveries of corn from the United States have been very light owing to the railroad situation. In view of the limited supplies of grain the mills report their capacity is fully utilized at present. A strong demand for oatmeal kept up during the week. Rolled oats were also in strong market with eager buying wherever supplies were available.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$7.35-	$ 7.45	$ 8.00-	$ 8.50
Barley, pot, 98s	5.60-	5.70	5.75-	6.25
Cornmeal, 98s	6.50-	6.60	6.50-	6.75
Cornmeal, fancy	5.70-	5.80	....-	....
Corn flour, 98s	6.50-	6.60	....-	....
Farina, 98s	5.90-	6.15	6.25-	6.50
Graham flour, 98s	5.40-	....	5.75-	6.00
Hominy grits, 98s	6.50-	6.60	....-	....
Hominy, pearl, 98s	6.50-	6.60	....-	....
Rolled oats, 90s	5.60-	5.75	5.75-	6.50
Oatmeal, 98s	6.15-	6.30	6.00-	7.00
Rolled wheat, 100-lb. bbl.	5.60-	6.00	6.00-	6.75
Wheatlets, 98s	5.90-	6.15	6.25-	6.50
Peas, yellow, split	9.50-	9.75	10.00-	10.50
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Feb. 21.—The embargo placed on way freight last week did not interfere with business as much as was expected. Jobbers took the precaution to have their goods all ready to ship on the floor Tuesday morning. There was some difficulty getting teams for them, but everything considered, the embargo did not upset things much, and very few dealers complained of not getting their goods.

Regarding embargoes, there do not seem to be any more from the United States side. Quite a number of firms are still expecting shipments of margarine. Some houses have not yet received their first shipments, and these are being held up pending arrival of papers from Ottawa. There has been so much red tape in connection with this line that one large wholesale house decided not to continue handling margarine after selling their first supply. They stated that it required too much bookkeeping for the amount of money in it.

Sugar Scarce Again In Western Canada

Winnipeg.

SUGAR.—Up to this time there has been no change in price, but there is a decided scarcity. The reason given is transportation difficulties. The refineries are having difficulty getting raw sugar, and for that reason they are behind on their shipments. Practically no refineries were shipping to Winnipeg last week. The B. C. Refinery Co. shipped to Saskatchewan but not to Manitoba. One refinery was accepting orders "subject to delay," which was practically the same as the others who were not shipping. In the meantime jobbers are cutting down orders, and are sending only a bag or so to their customers. Spot stocks are getting low, but the outlook is not bad if refiners secure shipment of raws within the next two or three days.

Have Difficulty Getting New Orleans Molasses

Winnipeg.

SYRUPS.—No changes in prices are announced, and the demand for both corn and cane syrup continues very heavy. Difficulty is being experienced by a number of houses securing New Orleans molasses, which was shipped in one case as late as December. The reason given is freight congestion.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	5 00
5-lb. tins, 1 doz. case, per case	5 40
10-lb. tins, ½ doz. case, per case	5 25
20-lb. tins, ¼ doz. case, per case	5 25
Barbadoes Molasses—	
In half barrels, per gal.	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal	0 63

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Shade Raisin Prices; Package Dates Scarce

Winnipeg.

DRIED FRUITS.—The trade continues to buy very heavily in prunes. The supply of 50-60's, and 60-70's being cut off, they are turning to smaller sizes, such as 70-80's. Raisins.—There are many indications of a tendency to shade prices on account of the large stocks being carried by the wholesalers who received their supplies late for Christmas. Raisins will feature in the specials during the coming months, and all houses will do their utmost to push this line, as their stocks are likely to last well into next fall. Dates.—Package dates are said to be very hard to procure, and jobbers state they do not know where they can buy when present stocks run out.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.	....	0 10
80-90s, 25-lb. boxes, per lb.	....	0 10⅝
50-60s, 25-lb. boxes, per lb.	....	0 11¾
Apples—		
Choice, 50-lb. boxes, lb.	....	0 23
Pears, choice, 10-lb. bxs., faced, box	....	1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box	....	2 48
Peaches—		
Choice, 25-lb. boxes	....	0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian	....	0 21
56-lb. boxes, lb.	....	0 24
Dates—		
Hallowee, 68-lb. boxes	....	0 20
Fards, box, 12 lbs.	....	2 30
Raisins, California—		
16 oz. fancy, seeded	....	0 11¾
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09¼
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 11
3 crown, loose, 50's	....	0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes	....	0 10½
3 crown, loose, 10-lb. boxes	....	0 11
Figs—		
California white figs, 25s	....	0 12¼
Peel—		
Candied lemon, boxes, lb.	....	0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes	....	0 28½

White Beans Up From $5.90 To $6.25

Winnipeg.

BEANS.—That there is a firmness to this market is indicated by the fact that

a house which has ben selling white beans for $5.90 has this week raised their price to $6.25 per bushel. They stated that a new shipment had arrived, and in order to make money, it was necessary for them to ask $6.25. California limas continue to sell at 17-17¼c, but when the supply is sold out the trade will have to turn to Japans. Whole peas are selling from $4.50 to $5 per bushel.

Barley—		
Pearl, 98-lb. bags, per bag....	....	7 25
Pearl, 49-lb. bags, per bag...	....	3 65
Pot, 98-lb. bags, per bag.....	....	5 20
Pot, 49-lb. bags, per bag.....	....	2 65
Pot, 24-lb. bags, per bag.....	....	1 35
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb.....		0 14
Fancy white, bushel	6 25	6 50
Peas—		
Split, 98-lb. bags, per bag....	10 60	11 25
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00

Cornmeal Still Hard To Procure

Winnipeg.

CORNMEAL.—This commodity continues very scarce, and prices prevailing to-day are $2.70 for 49's and $1.40 for 24's.

Canned Peas And Beans Running Low

Winnipeg.

CANNED GOODS.—One house reports a scarcity of canned peas and canned beans. They are already sold out of Refugee and wax beans, and are supplying their trade as well as they can from other jobbers. This may be an isolated instance of requirements not being gauged exactly, or it may also indicate that canned goods will not last through the season. The demand for canned salmon is only fair, the high price having affected the demand considerably.

Rice Prices To Be Steady For Some Time

Winnipeg

RICE.—There is no change in quotations. Most houses are contracted for several months ahead, but they expect prices to be higher when their present contracts run out. Prices prevailing to-day are Siam, 7½c, fancy Japan, 9c, Japan No. 2, 8¼c.

Rolled Oats Sell As Low As $4.05

Winnipeg.

FLOUR AND FEEDS.—Millers state there is absolutely nothing to talk about regarding flour. Business has gone on about the same as usual, and the new regulations did not affect sales appreciably. There was no doubt considerable hoarding, but this does not seem to have affected business very much. Rolled Oats.—This market is in a very peculiar state, and it is difficult to account for it. Bulk oats sold as low as $4.05, which is remarkable considering that the Government is anxious to buy all they can

Govt. Standard Flour		
Cash carload price	....	10 50
To bakers and flour and feed dealers	....	10 50
To storekeepers paying cash or 30 days, ton lots	....	10 60
Do., less than ton lots.....	....	10 70
Cereals—		
Rolled oats, 80's	4 35	4 75
Rolled oats, pkgs., family size.	....	5 65
Cornmeal, 98's	....	5 60
Oatmeal, 98's	....	5 50
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80

Alberta Potatoes Drop Down To $1 Per Bushel

Winnipeg.

FRUITS AND VEGETABLES. — Potatoes took a drop this week, the reason given being big supply and not big enough demand. The result is potatoes are selling at $1 per bushel, which is the first decline in many months. This applies only to Albertas; Ashcrofts are still bringing $1.50 per bushel. Tomatoes from Cuba have jumped to $9 per crate and are very hard to get. No further tomatoes will arrive, apart from these Cuban tomatoes, for six or seven weeks. There is no change in onion quotations and things are quiet. Same applies to Brussels sprouts. New season goods arriving are shallots, $1 per dozen, radishes $1 per dozen, cucumbers $3.50 per dozen. Fruits.—The biggest demand for apples right along has been for Spies, and this has had the effect of raising the price of this line, which are now bringing $3 for best quality. Navel oranges are very scarce at $7.50, and might go up even further. Lemons are more plentiful, and have dropped to $8 per case.

Cabbage, lb.	....	0 05
Cauliflower, Cal., doz.	....	2 75
Celery, Cal., crate 100 lbs.....	6 50	7 00
Potatoes, Albertas	....	1 00
Potatoes, sweet, lb.	....	0 06
Carrots, cwt.	....	2 50
Turnips, cwt.	....	1 50
Head lettuce, Cal., doz.	....	1 00
Head lettuce, Cal., case	....	4 00
Tomatoes, Cuban, 6-bkt. crate..	....	9 00
Onions, Valencias, large case...	....	6 50
Onions, yellow and red, cwt....	....	3 00
Parsley, imported, doz.	....	1 00
Parsnips, bag	....	4 50
Brussels sprouts, lb.	....	0 25
Fruits—		
Apples, Nova Scotia, bbl.....	....	6 25
Apples, Wash. Jonathans, box..	....	2 25
Apples, Rome Beauties, box....	....	2 25
Apples, Spies	2 25	3 00
Apples, Wagners	....	2 25
Oranges, navels	....	7 50
Lemons	....	8 00
Bananas, lb.	0 05	0 05½
Grapefruit, Florida, case	....	6 00

QUEBEC MARKETS

MONTREAL, Feb. 19.—The week has been somewhat quieter than former weeks since the first of the year, and yet one of the largest jobbers stated to CANADIAN GROCER that it was remarkable how splendidly business kept up. The transportation situation has made some considerable hardship, although all are bearing the situation with as good grace as is possible. Price changes have been rather more frequent than those of last week, but they have been confined to minor advances for the most part. Among these are jelly powders, canned chicken, sauces and dressings, salad oils, kitchen soap cleaner, castile soap, etc. Feed oats have advanced two cents per bushel. Canned goods are being sought by some of the outside jobbers and these are in firm market. The sugar situation is one of interest again in view of the difficulty of securing deliveries of the raws, although supplies are being distributed as well as the stocks will permit of. Peanuts and almonds are very firm, as is also molasses. The spot stock of the latter is said to be very small.

Owing to post office delays, which prevented the Quebec markets from arriving till just as CANADIAN GROCER was on the press, it has been found necessary this week to change the sequence of these markets and materially curtail the reports.

Coffee Declines Outside, But Local Prices Hold

Montreal.

COFFEE, COCOA.—A fair amount of trading is being done locally, although there is a quieter condition than that which obtained for some time. Prices are maintained here, but the trading in futures at New York gave evidence of some weakness, due to the offerings from certain sources. There is a good demand for cocoa, stated to be greater than for some time. Sales of this are made on a maintained basis.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Tea Continues Strong; Good Demand Reported

Montreal.

TEA.—It is stated that although the prices are very firm and the tone a strong one, the demand for best teas continues good. This is not as great as it has been, but for the season of the year quite satisfactory. Higher prices, say importers, are inevitable in the course of a few weeks, if not sooner. Prices are held as follows:—

Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Spices In Fair Demand; Pepper Delivery Moderate

Montreal.

SPICES.—The trade is none too active although there is a fair demand for sorting lots at well maintained prices. In the New York markets there is a fairly active condition.

Better Potato Receipts; Grapes Much Higher

Montreal.

FRUITS AND VEGETABLES.—The trade is quiet this week and trading is more confined than it has been. Fruits are selling in fair quantities as there has been a freer movement of supplies from outside. Bitter oranges are in demand. Grapes are much higher and these have advanced from $7 to $9 in the heavy tinted variety and from $6.50 to $8.50 in the medium. In outside markets the prices of California navel oranges have advanced $2 per box.

Bananas (fancy large), bunch...	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, Cal., according to size.	4 50	7 50
Oranges (bitter)	4 00	4 50
Oranges (Seville, bitter)	....	5 50
Grape fruit	3 50	5 00
Lemons (fancy new Messina), as to size	4 50	5 50
Grape fruit (fancy Jamaicas)...	3 25	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga, 40-lb. kegs, lb..	....	0 40
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights, tinted), per keg	....	9 00
Grapes, Malaga, medium	....	8 50
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	5 00	5 75
Greenings	7 00	7 50
Kings	6 00	7 00
Russets	5 00	7 50
Apples, boxed	....	2 75
Pears (eating)	2 50	4 00
Ontario Apples—		
Spys, No. 1, per bbl.....	8 00	8 50
Do., No. 3 (special), bbl....	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl...	....	5 50
Do., No. 3 (ordinary), bbl...	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.....	....	5 50
Do., No. 3 (ordinary), bbl...	....	4 00
Boxed apples (all sizes).....	....	2 75
Cauliflower (California), crate, according to size	3 00	4 50
Cabbage, Montreal, per bbl.....	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.....	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case...	8 00	9 00
Celery, Cal., 2 doz. crate.....	....	4 50
Celery (Wash.), doz.	....	1 50
Celery, Florida	4 50	5 00
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 00
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate.....	5 00	5 50
Spanish onions (small crate)....	....	1 25
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	2 00	2 25
Carrots, bag	0 75	1 00
Beets, bag (60-lb. bag).....	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal) bag	0 75	0 90
Lettuce, Boston, hothouse (2 doz. in box)	1 50	2 25
Lettuce (Florida), hamper	....	2 75
Cranberries (Cape Cod), box....	....	5 50
Cranberries (new), small size, bbl.	....	15 00

Jelly Powders, Clay Pipes And Canned Chicken Up

JELLY POWDERS, POTTED CHICKEN, Etc.—This week there have been some advances in the price of potted chicken. In cases of 48 tins the price is now $20 against the former quotation of $19. In dozen lots the price has advanced from $4.85 to $5.05. Pure Gold jelly powder is now $1.25 per dozen against the former price of $1.10. Clay pipes are advanced to $1.40 from $1.20 per gross. Ground oil cake is said to be very scarce. Chinese liquid glue has advanced 12½c per doz. to $1.32½. Nosco onion salt is again on the market at $1.80 per doz.

Sauces And Dressings And Salad Oils Higher

MEAT SAUCES, DRESSINGS.—The prices of several sauces and dressings have been advanced this week, and among these are American salad dressing. The large size has advanced from $6.80 to $8, the small from $4.10 to $4.50, and the picnic size from $1.80 to $2.50. Union salad oil, which sold at $2.35 is now $2.40, and Peterson's Sauce was advanced to $1.50 from $1.25. Castor oil is scarce, and the small-sized bottles have advanced to $1.50 for the 2 oz., and the others about 10c per doz. all around. One jobber has advanced H. P. sauces from $2.40 to $2.85 per doz. Yacht Club salad dressing in the 10 oz. size is advanced from $3.90 to $4.30, and the picnic size from $1.85 to $2.10.

Advances Are Made In Kitchen Soap And Cleaner

SOAPS AND CLEANERS.—Advances have been made in the prices of Sapolio hand cleaner and of Sapolio kitchen soap. The same applies for both lines, and the former price of $3.50 has been increased to $3.65 per case. This follows in line with the recent advances made for soaps of other standard makes. And a very considerable advance of 50 per cent. has been made in the price of imported French castile soap, which is now selling at 34c to 37c per lb.

Dates Are Very Firm With Some New Prices

DRIED FRUITS.—There is fair movement of dried fruits. New dates are to hand and are being sold at advanced prices, from $5.75 to $6.50 per case. Figs are real scarce in bulk for the immediate present, although several carload lots are said to be on the way. The same might be said of bulk dates, the recent arrivals being of the package varieties. Evaporated apples are pretty scarce and the prices have firmed slightly. For the new crop of California figs one of the growers has issued prices, and these show a considerable advance over the opening prices of last year.

Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case.....	....	5 75
Do., Dromedary	....	6 50
Figs (new), 100 to case.....	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 25
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.).....	....	1 75
Pkgs. 10 oz. (12 pkgs.).....	....	1 45
Pkgs. 8 oz. (20 pkgs.).....	2 00	2 60
Pkgs. 6 oz. (50 pkgs.).....	3 60	4 75
Pkgs. 4 oz. (70 pkgs.).....	3 70	5 00
Prunes—		
30-40	....	0 17
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Sugar Situation Tight With Some Raws Coming

SUGAR.—In some quarters it is stated that there is considerable difficulty in securing supplies of granulated, and that there is much shortage. Another quarter reports that there are fair supplies of raws coming, and that customers are being supplied fairly well, all things considered.

Flour And Feed Sales Continue To Be Large

FLOUR AND FEED.—Demand for flour keeps good and there is also a continued strong demand for feeds from the country. There will be little of the patent flour anywhere, think the milling companies, after the first of the coming month, and with the average consumption that has obtained for so long this has been guaged in such a way, apparently as to prevent the accumulation of large stocks. The Graham and whole wheat grades have been moved into the list below, from the cereal list as they are selling at the same fixed price as the war standard flour. Feed oats are very scarce, and this is reflected in an advance of 2c per bushel over the prices of last week.

Montreal.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track), B61.....	....	11 10
Car lots (delivered), Bakers...	....	11 20
Small lots (delivered)	....	11 30
Bran, per ton	35 00	....
Shorts	40 00	....
Feed oats, per bushel	1 08	1 10

DOES M. O. HOUSE BENEFIT THE COMMUNITY?

(Continued from page 19.)

lized factories to manufacture them. These factories are brought into competition with smaller factories, and the latter largely eliminated. In this way the incentive of competition, which not only assures a reasonable price, but assures a quality product, is removed.

6. The local store can give as good value in most instances as the mail order house, which is evidenced by the fact that save in a few lines that are used as leaders, the average retailers' prices are on a par with those of the large institutions. For instance mail order catalogues frequently quote a low price on wall paper but make up a big profit on the border.

7. Local stores help to maintain schools, colleges and churches and other public institutions. Mail order houses do not do this except in the communities in which they are located, and consequently they do not bear their full share of the community charges. For this reason also the local store deserves patronage.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Feb. 19.—Rice has advanced materially in price. There is practically no No. 1 in either Japanese or Siam to be had. What little there is is being sold at $165 for Siam and $185 for Japan; No. 2 Siam $150 and Japan $170. Cable advices from Japan yesterday showed that rice bought there now will have to be sold at $192, with no prospect of a drop in the near future. Japanese beans are easier at 14½c to 15c a pound. British Columbia white beans have been almost unobtainable for some time, but a few are now coming in; the price is unchanged. Potatoes are firm at $27 to $35. Butter is firm, with prospects of an advance. Lard has gone up ½c. Local fresh eggs are exceedingly scarce, and Oregon storage are now taking the place to a large extent of B. C. storage. Petaluma eggs from California will be in this week. These are very popular in this market, being all large-sized and arrive here practically fresh. Oranges now run from $5 to $7.50 a box, with small sizes very scarce.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	165 00
Do., Siam, No. 2	....	150 00
Beans, Japanese, per lb	....	0 14½
Beans, B.C., white	....	0 18
Potatoes, per ton	27 00	35 00
Lard, pure, in 400-lb. tierces, lb.	....	0 27½
Butter, fresh made creamery, lb.	....	0 52
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Cheese, new, large, per lb	....	0 25
Oranges, box	5 00	7 50
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Feb. 19.—No. 1 creamery butter advanced 2c pound; No. 1, 1c. Corn 2's are selling at $5.15 to $5.50. Stocks are very light. There is a firmer feeling in tomatoes, though odd lots can still be picked up at $4.90. Candles, prunes, salad dressing, lemon peel, cotton clothes lines are all higher this week. Lard advanced ½c; 3's are now selling at $17.40. Pink salmon talls 1's are selling at $9.50. Cooked hams are up 1½c. Nearly all cuts bacon ½c higher. California new-laid eggs are offering at $17.20 per case. Oranges, $4.50 to $8, and lemons, $9 a case. Potatoes, $38 per ton.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	1 05
Rolled oats, 80s	....	4 75
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	4 00	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	0 46	0 47
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	17 49
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 65
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 15	5 50
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 00
Salmon, pink, tall, case	....	9 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	38 00
Navel oranges, case	4 50	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Feb. 19.—There are no declines noted on local market this week, but several advances are reported. H.P. sauce is selling at $2.85, an advance of 45c dozen. Fels Naphtha is up 45c case, and is quoted at $7.65. McLaren's peanut butter shows an advance of from 10c to 20c dozen. Eggs are very scarce and few coming in.

REGINA—

Beans, small white Japans, bu.	....	6 60
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl.	....	11 20
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	10 00
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 45
Lard, pure, 3s, per case	....	16 80
Bacon, lb.	....	0 42
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 50

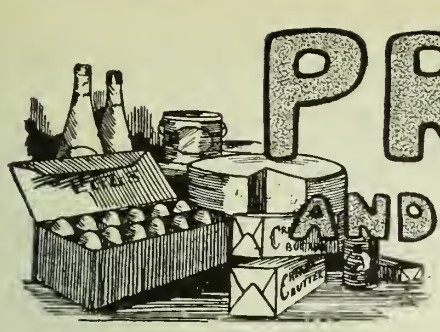
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Feb. 19.—Practically the last of the old style flour has reached St. John. The next shipments arriving are expected to be of the war standard. Transportation is still in a very serious way, and difficulty is experienced in keeping stocks at normal. There are no stocks of molasses on the market here as a result of the embargo. Little margarine is available and prices are firmer at 33c. Breakfast bacon is showing a higher tendency, and is selling at 38c to 40c. Canned goods also show an advance. Tomatoes are now at $5.40, raspberries, $6.20 to $6.45; peaches, $4.40; corn, $5.40; strawberries, $6 to $6.20.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	0 82	0 83
Rolled oats, bbl.	....	12 25
Beans, yellow-eyed	....	10 00
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	8 50	8 60
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case	0 47	0 49
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 47
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	....	0 33
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 26	0 26½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	....	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	13 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 78	0 79
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon.	0 32	0 33
Apples, N.S., bbl.	2 50	6 00
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	2 90	3 00
Lemons, Cal., Messina, case	7 50	8 00
Oranges, California, case	7 50	8 00
Grapefruit, case	5 00	6 00



PRODUCE AND PROVISIONS

A Worth While Business Without Profit

That is How F. R. Dale, of Port Stanley, Ont., Values His Meat Department—Even if it Should Show no Profit, its Other Services Render it Worth While as a Business Builder—Increasing Sales With a Meat Cutter

IS a meat department an effective factor in building the general business of the store? "Well," replied F. R. Dale, Port Stanley, Ont., to whom the question was addressed, "if that department did not show me a cent of profit, I would still consider it a useful part of our business." Of course it does show a profit, though sometimes the profits are pared pretty fine in these days, but if it didn't it would still, I believe, return to the store services that would more than compensate for what it costs to operate.

You see it's a business builder. People may go somewhere else for their groceries, and barring the possibility of them becoming annoyed at the merchant they are dealing with, there is very little chance of you getting even a small share of that business. Now you have a meat department, those people who have never entered your store before drop in to buy meat. They may buy only meat for some time to come, but eventually they will order a few vegetables to go with it, and by degrees you are getting a portion at least of their trade. It's not so much what you make on the meat department, though that is an item, but what this department helps you to make on your grocery stocks.

Moreover the same equipment that provides for your meat department enables you to still better care for some of the lines naturally handled in the grocery store. In this way we have found it possible to improve our business in cooked and cured meats, butter, eggs, cheese, etc. You have your special department, and these things stand out. They naturally get an increased attention. and increased business results.

A Fifty Per Cent. Increase in a Year

Good equipment, too, helps to build business. For instance, about a year ago we installed one of the most modern makes of meat slicers. We had been doing what we considered a satisfactory business in these lines when we still clung to the old hand slicing methods, but since we installed that machine our business has actually increased 50 per cent. That fifty per cent. increase we figure does not cost us anything to get. What about the cost of the machine, you say? Well, look at it this way. We have experimented, and have found that with this machine one man can cut ten pounds of bacon in the time it would take another man to slice one pound by hand. Now, in these times a man's time is worth money. Moreover, that hand slicing fellow is going to slow up when he gets toward the end of the side, and by the time he gets about an inch and a half from the end he has stopped going altogether and there is an end wasted, and the end at present prices is a sizable item. That is another item to set to the credit of the machine. Then there is the item of satisfaction. The old hand cutting method was a pretty slipshod affair, and people did not care for it much. Why, we have customers dropping in constantly during the summer months, especially when there is a large summer colony here, who know exactly the notch on the machine that gives them the thickness of meat they want. When you get people figuring things as close as that the chances are that if you do not give them the service they want that they will buy these goods elsewhere.

Well that's the way equipment helps. But to return to the reason why I believe that the butcher department is such a good investment.

No Better Advertisement Than a Crowd

People naturally like to deal at the place where others are dealing, and you can't get a better advertisement than a well filled store. Especially is that the case in a place like Port Stanley, where there is an exceedingly large summer trade. This trade, of course, as a rule,

This is the third of the series of stores owned and operated by Albert Cohen, Los Angeles, California, which are illustrated in this issue of Canadian Grocer. This store is particularly interesting because of the very strong emphasis that is laid on the meat and provision department. Instead of being relegated to some rear corner of the store, it is the outstanding feature and is given a place of utmost prominence. This department faces the customer on entering the store. The arrangement and refrigerating and display devices of this department make it possibly the most attractive spot in the whole store.

knows nothing whatever about the merchants of the town, and the first impressions that they get on their first trip to the town will probably decide where they are going to deal. With a well filled store, the natural assumption is that the store is well conducted and serves its patrons satisfactorily.

Yes a crowd is one of the best business pullers that there is, and when you have two businesses pulling together there are apt to be some customers in your store. We had ten clerks handling the business last year in the summer time, and they were all busy.

If you can once get people into your store it is not so hard to sell them, and the meat department is certainly a most

Subsidizing of Ontario Fishing Scheme Criticized

Dealers Urge That They Are Being Faced with an Unjust Form of Competition, and That the Government Subsidy Results in an Unfair Presentation of the Case to the Public

THE information that the Hon. Finlay Macdiarmid, Minister of Public Works, was asking for $200,000 to finance the Ontario Government's fish scheme has been anything but well received by the fish dealers. Not unnaturally, they feel that it is bad enough to be put into competition with the Government, without having that same government investing large sums of money to make the scheme go. There is an impression, too, that the government is hardly treating the public fairly in urging the great reduction they are making in the selling price of fish, when they are making up the deficit out of Provincial funds, an expense that must be born by the public. In other words, they feel that if this charge for operating expenses were added to the cost of procuring the fish, as it must of necessity be with the dealer, that their prices would not appear so disproportionate. The dealers feel that the methods adopted are hardly fair and equitable. The fishermen are being compelled to accept low prices for their fish, and the dealers to accept this fish on delivery, quite irrespective of its quality or condition, on pain of being refused supplies. Only a government department could adopt such high handed measures.

The dealers maintain that given the same favorable conditions they could procure and handle fish as economically as can the government, and the country would be spared the duplication of much of the machinery of handling.

The following letter from the F. T. James Company, Toronto, which has been addressed to Premier Hearst is a telling presentation of the case for the fish merchants.

"Dear Sir:—Quoting from the morning paper, we note that the Government are providing funds for operation of a fish distribution scheme. The Treasurer estimates a saving of five cents per pound to the people of the province on the fish consumed.

Such a grotesque and fantastic estimate forces us to defend our position and give actual figures covering our operations in the years 1913, 1914, 1915, 1916, 1917.

Average annual total expense handling 100 lbs. fish	98c	
Average annual total profit handling 100 lbs. fish	52c	$1.50
Percentage of goods cost-plus-freight to sales	84%	
Percentage of income available for expense and profit..	16%	100%

W. F. O'CONNOR

Who has been a stormy petrel to the provision trade for over a year. Mr. O'Connor's recent discoveries in eggs have not yet been verified.

A casual study of these figures would indicate that we have not made exorbitant profits nor are we inefficient or wasteful, which would be quite as bad in so far as the public are concerned.

It is further noted in the press that $31,000 are appropriated for salaries in connection with the scheme. To begin with, this item alone is one cent per pound on three million pounds of fish, and if interest on the investment in warehouse is added, it will mean one cent per pound on roughly four million pounds of fish. The salary item is grossly out of all proportion. If the other items of operating charges are in the same ratio, it will cost the people of the province far more than our costs and profit.

The department has entered upon their distribution scheme under the following auspices:

They have not consulted the fishermen or fish producers, although there are close to 5,000 men and 2,000 boats involved and $7,000,000 invested.

They have not consulted the wholesale dealers who have invested a further $2,000,000.

They have not consulted the retail trade handling fish and numbering roughly 3,000.

They have arbitrarily fixed what is a reduced price without regard to higher and still rising costs of production, which in some cases amounts to confiscation. This is going to hamper or cut off certain production, as we have been bluntly informed by men who have sold us their fish in the past. Production, on the contrary, should be stimulated.

No survey has been made as to what charges or expenses are fair for the different branches of the trade and the services rendered.

It is proposed to duplicate existing plants which have always been and are still capable of handling the trade and thus burdening the consumer of fish with further overhead charges.

The scheme as applied to the retail store has put a premium on crooked dealing. The Department insists on their fish being sold at a certain price that allows an utterly inadequate profit. Consequently, the dealer agrees to comply, but only a small portion is sold at a regulation price and a much inflated profit taken on the balance. This is the secret of the unscrupulous dealer's anxiety to get the fish.

As this Province consumes fish produced in every part of Canada, the indirect disturbance caused is also very great.

Your administration has heretofore been regarded as fair and fearless, and we respectfully claim that before this expenditure is ratified that the whole matter should be thoroughly investigated and every branch of the fish trade represented.

As far as we know the present undertaking is violently opposed by producer, wholesaler and retailer, and we claim that they should be jointly consulted before any such radical steps are taken, which we do not believe are in the interest of the Province as a whole.

At the present time increased production is all-important, and we believe that there are several better solutions than the one proposed. We court a full enquiry into the situation.

A copy of this letter is being mailed to the Board of Trade, the Manufacturers' Association, Canadian Fishermen's Association, the Press of Toronto and the Leader of the Opposition.

THE F. T. JAMES CO., LIMITED."

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

PERHAPS the item of chief interest was the advance in the price of both pure lard and shortening. There is a good demand reported for pure lard at present owing to light supplies of shortening and curtailment of available supplies of margarine. Dairy butter was in very firm market and prices showed a marked upward tendency. Fresh-made creamery butter was also in firm market with higher prices recorded. Stocks of margarine are now within very narrow compass. No further intimation has been made with respect to getting additional supplies from the United States.

Hams and bacon gave evidence of greater firmness, advances having been recorded in those lines of meat commodities. Live hogs were slightly lower and dressed hogs were quoted down. Supplies of eggs are getting well cleaned up, classification being now confined largely to No. 1 for storage eggs. New-laid eggs are in good demand owing to the Lenten season. With increase in production it is expected there will be a settling of prices to lower levels.

Commission men were much interested in the order passed by the United States Department of Food Control which prohibits the killing of poultry, starting from next week. This measure has been adopted as a means of increasing the egg supply. It is thought highly probable the same regulation might be made effective in Canada. Demand for fish has been heavy during the week owing to the Lenten season. Business has been fairly good, but is still hampered owing to a lack of adequate transportation facilities.

Hogs Hold at $20; Better Receipts Due

Montreal.

PROVISIONS.—Twenty dollars per hundredweight is still being paid for live hogs at the abattoirs, which leaves the market as it was last week. Receipts were light again, and this is attributed to the continued difficulty of getting shipments forward. With improved weather conditions it is expected there will be much better delivery and a consequent easing of prices. Just what the country holds in the way of marketable hogs cannot be ascertained fully until the weather permits shipment, and it will then be possible to make a survey of this phase of the matter. It is very probable, however, that there are many farmers who have been unable to market what were ready, and if so the quality of what will come to hand should be much improved over recent shipments. Cured meats are stronger, and this is explained through the somewhat curtailed stocks through poor hog deliveries. Smoked and cooked hams and shoulders are up from 1c to 2c lb.

Hogs, dressed—		
Abbatoir killed	26 50	27 00
Hogs, live	....	20 00
Hams—		
Medium, per lb.	0 32	0 33
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	0 44	0 45
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots	0 26	0 27
Long clear bacon, small lots	0 26½	0 27½
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 46	0 47
Hams, roast, per lb.	....	0 46
Shoulders, boiled, per lb.	0 38½	0 40
Shoulders, roast, per lb.	....	0 41

Firm Tone In Lard Market Is Maintained

Montreal.

LARD.—Sales of lard continue to be large and the supply is rather light to meet immediate needs. It would seem that there will be a continuing good demand for this if margarine is debarred from the States, and for the present at least there will be an active market. Prices are held very firmly, with little or no spread. One of the immediate results of the short delivery of hogs, of course, has been that of shorter supplies of lard.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 60 lbs.	0 29¾	0 30
Pails	0 30	0 30½
Bricks, 1 lb., per lb.	0 31	0 31½

Spot Stocks Shortening Light; Supplies On Way

Montreal.

SHORTENING.—Supplies are said to be much lighter, but there are fairly good quantities on the way, and these should soon arrive. Prices are maintained without change and demand is very good. It is expected there will continue to be an active market in view of the margarine situation, and this will probably be well taken care of with the better supplies that are looked for from outside.

Tierces, 400 lbs., per lb.	....	0 26
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	0 26	0 27¾

Eggs Are Still Firmer With More New-Laids In

Montreal.

EGGS.—The egg market is interesting in view of all that has been said recently. It is apparent that there is little surplus to meet the active demand and the prices are very firmly held in all grades. Few care to pay 80c to 85c per dozen for new-laids, and this is what the retailer must sell for at present. Several car lots are on the way from the West, but there is a decreasing of spot stocks notwithstanding. In some quarters there has been a higher quotation for the storage eggs, although the prices that are given here cover the range. With milder weather prevailing it is thought that supplies of the new-laids will be increasing to a desired extent and better prices should then be available. Receipts, as compared with those of a year ago, are much lighter.

Eggs—		
New-laid (specials)	0 65	0 70
Selects	....	0 54
No. 1's	....	0 50
No. 2's	....	0 45

Poultry Rules Firmly; Receipts Very Light

Montreal.

POULTRY.—Weather conditions and the fact that jobbing houses were closed for part of the heatless days have served to minimize deliveries of all kinds of poultry. Stocks are lighter of both frozen and fresh killed and the market rules with a firm undertone. Prices have not changed, and there should be an improvement in the delivery as soon as weather conditions permit shipment and more promptness in transportation. On the other hand, it would seem that the demand elsewhere has been curtailed somewhat owing to high prices. Lent will, it is expected, increase sales to some considerable extent. Prices are as follows:

		Dressed
Poultry—		
Old fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	....	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 37
Geese	0 27	0 28

Margarine Situation Is Vague As To Its Future

Montreal.

MARGARINE.—Supplies of margarine in the hands of the jobbing trade are growing less, and there is little definite information as to the delivery of any further lots from the United States. Advices received indicate that every effort possible is being made to have the Government order modified for the time being at least, but there is really nothing definite to be reported. Sales are made on the basis of 28½c to 34c according to quality and quantity.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Situation One Of More Strength

Montreal.

BUTTER.—Greater strength characterizes the butter market although prices are held within the ranges quoted a week ago. There is an active demand and the scarcity is noted in the reported sale of a carload at 50c for creamery. This is a high price for such a large quantity. Taking the situation from the first of the year it is seen that there has been an advance of from 3 to 5c per pound. A fairly active demand for the various grades exists and stocks are said to be rather light.

Butter—		
Creamery prints, storage	....	0 51
Creamery solids, storage	....	0 50
Creamery prints (fresh made)	....	0 49
Creamery solids (fresh made)	....	0 48½
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	....	0 39

Cheese Is In Fair Demand With Prices Held

Montreal.

CHEESE.—There is just a fair demand for cheese which is going out in small lots to meet the needs of the retail trade as they develop. Receipts are very much less than they were a year ago, in fact the decrease is represented by over 400,000 boxes less than were delivered up to Feb. 15, 1917. Some small lots of fodder cheese find their way to market but these are limited.

Cheese—		
Large (new), per lb.	0 22½	0 23
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Much Fish Goes Overseas; Bulk Oysters Are Lower

Montreal.

FISH.—The Lenten season has brought the usual brisk demand for various kinds of fish and has created a shortage of certain varieties. Supplies of haddock, market cod and herring have been limited, that is, of the frozen variety. Large lots of frozen codfish have been sold and several carloads were exported to the United States, and other lots to overseas. This is a closed season for tom cods and smelts. It is stated that the last season for these was a failure, the catch being only about 10 per cent. of normal. Supplies of fresh fish from the East are coming to hand slowly, and whatever is offered is readily taken. There are still fair quantities to be had of halibut and salmon, but the high prices of these prevent ready sales being effected. The bulk oyster situation is somewhat better and prices are declining. Fair demand exists for native shell oysters.

SMOKED FISH.		
Haddies	0 15	0 16
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50

SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 50	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.	....	24 00
Do., tierces	....	34 00
Salmon (B.C. Red)	....	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	9 50	10 00
Green Cod, No. 1, per bbl.	....	15 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.	....	22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	....	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	16 00
Do., half barrels	....	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16

SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 50	0 60
Prawns, lb.	....	0 38
Shrimps, lb.	0 30	0 35
Scallops	....	4 00

FRESH FROZEN SEA FISH		
Herring, large sea, lb.	....	0 07½
Herring, frozen lake, lb.	....	0 06
Halibut	21	22
Haddock, lb.	08½	09
Mackerel	14	15
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 25	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26

FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	2 50	2 60
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	12 50
3 gal. (wine) cans	....	7 50
1 gal. (wine) cans	....	3 00
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00

FRESH FISH		
Haddock	0 11	0 12
Steak cod	0 12	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 12
Mackerel, per lb.	....	0 14

Hams and Roll Bacon Higher

Toronto.

PROVISIONS.—A firmer tendency was manifest in hams during the week through the disappearance of the lower price for medium hams, making the quotation 33c per pound. Large hams showed an upward tendency in some quarters and were quoted as high as 31½c per pound. Boneless backs were higher by 2c per pound from the lower quotations of last week, making the range now 44c to 49c per pound. Breakfast bacon was higher by 1c to 2c pound. Cooked meats were in steady market. Dressed hogs were slightly easier in price at $26.50 per hundred pounds. Live hogs were quoted down 25c at $18.75 for fed and watered. There is a fair demand for provisions, although some sections report the inquiry for smoked meats is not active.

Hams—		
Medium	....	0 33
Large, per lb.	0 27	0 31½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 44	0 49
Bacon—		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 35	0 40
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 45	0 50
Shoulders, roast, without dressing, per lb.	0 41	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	57 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed, 70-100 lbs. weight	....	26 50
Live, off cars	....	19 00
Live, fed and watered	....	18 75
Live, f.o.b.	....	18 00

Margarine Stocks About Cleaned Up

Toronto.

MARGARINE.—There are very light supplies of margarine at the present time as no further supplies have reached the market. Commission men had some hope aroused recently that some further supplies might be allowed to come forward from the United States but nothing has developed in this direction as yet. Prices for light stocks still existing were firmly maintained.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Shortening Goes Higher By ½c Pound

Toronto.

SHORTENING.—There was a strong market for shortening during the week and prices advanced ½c per pound, making the range from 26 to 26¾c tierce basis. There has been no improvement in the situation with respect to getting supplies of cottonseed oil. Manufacturers are booked ahead for all the orders they care to have on their books. Some of these concerns are not taking additional orders until those on their books have been cleaned up. Demand for the product is quite active.

Shortening, tierces, 400 lbs., lb.	0 26	0 26¾

In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Pure Lard Goes Up ¼c Per Pound

Toronto.

LARD.—There was a heavy demand reported for lard during the week and prices were ¼c per pound higher from the low levels of last week, making the range on tierce basis 29¼c to 29½c per

pound. There has been considerable booking business recently. Light supplies of shortening and shutting off margarine has thrown a heavier demand on pure lard. Arrivals of hogs in the local market recently have been much better finished, which has helped out materially in replenishing supplies of lard.

Lard—
Lard, pure tierces, 400 lbs., lb. 0 29¼ 0 29½
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Dairy Butter In Still Firmer Trend

Toronto.

BUTTER.—There was a firm market for butter during the week with an upward trend for fresh made creamery prints to the extent of 1c per pound, making the selling price to the retail trade 52c per pound. Choice dairy butter was in much better demand and prices showed a considerably higher trend, advance amounting to 2c to 4c per pound. Prices ranged from 42c to 44c per pound on choice dairy. Seconds of dairy butter also showed a higher tendency, range being from 36c to 40c per pound. With margarine practically out of the market there has been an excellent demand for butter. There is practically no Western butter coming through at the present time as the price is high.

Creamery prints, fresh made	....	0 52
Creamery solids, fresh made	0 49	0 50
Creamery prints, storage	....	0 50
Creamery solids, storage	....	0 49½
Dairy prints, choice, lb.	0 40	0 44
Dairy prints, lb.	0 36	0 40

Select Storage Eggs No Longer Quoted

Toronto.

EGGS.—Commission houses during the week were quoting only on the basis of No. 1 storage eggs as the season has progressed so far that the number of selects obtainable from any given quantity of eggs would be very small. Supplies of storage eggs are very light. Anything available in the shape of No. 1 eggs were quoted from 51c to 52c per dozen. The demand for new-laid eggs has been heavy owing to the Lenten season now in progress.

Eggs—

New-laids, in cartons	0 62	0 65
Do., loose, doz.	0 60	0 62
Storage, No. 1, ex-cartons	0 51	0 52

Cheese Market Continues Very Quiet

Toronto.

CHEESE.—Conditions locally in the cheese market continued very quiet. Consumption is not heavy as people do not seem to be inclined to eat this commodity very extensively. In one quarter prices showed a slightly higher range by ¼c to ½c per pound, making the low quotations 23¾c for new large and 23½c for old large.

Cheese—

New, large	0 23¾	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

May Stop Killing Of Poultry Soon

Toronto.

POULTRY.—Advice has been received by local commission men that the United States has placed an embargo on the killing of poultry in order that they may be preserved as egg producers. The measure is designed to conserve the food supplies. Dealers look forward to the possibility of the same measure being taken by the Canadian Board of Food Control, since the activities of the two bodies are so closely interwoven

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	0 25- 0 27	0 33- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.	0 23- 0 25	0 22- 0 26
Hens, under 5 lbs.	0 26- 0 27	0 26- 0 27
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 30
Chickens, under 4 lbs.	0 23- 0 25	0 26- 0 28
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		
Hens		$0 28-$0 30
Ducks		0 30- 0 32
Chickens		0 30- 0 32
Do., milk-fed		0 33- 0 35
Turkeys		0 36- 0 40
Geese		0 20- 0 27

Lenten Demand For Fish Reported Keen

Toronto.

FISH, OYSTERS.—Lenten demand for fish is reported good, chief difficulty being to get deliveries of fish owing to transportation situation. Some Restigouche salmon reached the market during the week and was quoted at 27c per pound. Flounders were quoted slightly easier at 7c to 10c per pound. Prices on other lines of fish held steady during the week. Oysters supplies still continue to be light. Price in one quarter advanced to $2.75 per gallon.

SMOKED FISH.		
Haddies, per lb., new cured	0 14	0 15
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 15	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 65
Digby herring, skinless, 10-lb.	....	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	....	4 50
Strip cod, lb.	....	0 12
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb.	....	0 11
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs.	....	....
Labrador salt herring, barrels	....	11 00
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	....	0 20
Do., Restigouche	....	0 27
Haddock, headless and dressed, lb.	0 09	0 10
Herrings, frozen	....	0 06
Steak, cod, lb.	0 09½	0 10½
Haddock, market, lb.	0 09	0 10
Cod, market, heads on, lb.	0 09	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	0 07	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 12	0 17
Do., No. 2, lb.	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	0 05	0 06
Herring, Lake Erie, pan frozen.	0 08	0 09
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	....	....
Mullets, frozen, lb.	0 06½	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 50	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	10 00	12 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Shortage Of Storage Eggs Exists

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market has firmed up during the past week, prices ranging from $18.25 to $18.75. The reason given for the high price is that the demand is keen among packers. There is no change in price of provisions. Eggs.—There is a marked shortage on storage eggs, and it is hardly expected that stocks will look after the demand until the new eggs come in. This depends, of course, on the weather. New quotations on eggs are No. 1, 44c-45c.; cartons, 46c-47c. Butter.—There is very little new in this market. The demand has been very good, and prices are slightly better. No. 1 creamery in cartons brings 48c, No. 2, 46c. Regular run of dairy butter is much higher in price, probably due to the withdrawal of margarine from this market.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 33
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 38	0 39
Breakfast, select, lb.	0 42	0 44
Backs, regular	....	0 44
Backs, select	....	0 46
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 27½
20s	....	5 30
Cases, 5s	....	17 05
Cases, 3s	....	17 10
Shortening—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 00
Pails, 20s, net	....	5 10
Fresh Eggs—		
No. 1 candled	0 44	0 45
Select	0 46	0 47
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 48
Fresh made creamery, No. 2	....	0 46
Dairy, prints, No. 1 stock	....	0 40
Dairy, regular run	0 37	0 38
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 28

Shortening Up 1½c; Demand Reported Good

Winnipeg.

LARD AND SHORTENING.—There has been an advance in pure lard recently of ½c, and this commodity is now bringing 27½c on tierce basis. There has been a decided jump in the price of shortening, which is bringing 25½c, an increase of 1½c on tierce basis.

Fish Prices To Remain Unchanged

Winnipeg.

FISH.—Prices on all lines of fish are the same as have prevailed for the last two or three weeks, and dealers state there will be no change probably until the end of the season

Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

Mince Meat

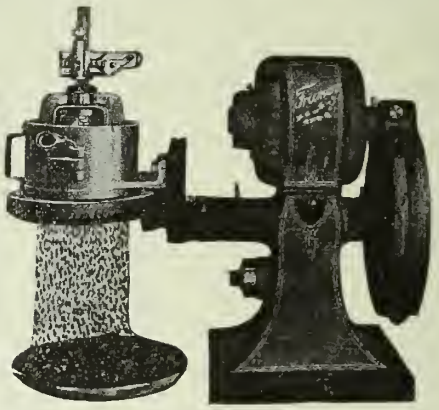
Fresh Green Apples, the Best of Dried Fruits and you have the Best Mince Meat on the Market. In these days of high prices recommend it to your customers.

F. W. FEARMAN CO.
LIMITED
HAMILTON

HELP WIN THE WAR

with

Freeman's Green Bone Cutter



By raising chickens and feeding them GREEN CUT BONE to make them lay eggs. The sale of GREEN CUT BONE is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a FREEMAN No. 40 CHOPPER A USEFUL store FIXTURE.

Write for Catalogue and Price List.

Manufactured by

The W. A. Freeman Co., Ltd.

Hamilton, Canada

Representatives:

TORONTO — 114 York St., near King
MONTREAL — D. H. H. Neill, 16 Notre Dame St. E.

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, *which you will please send along with* CANADIAN GROCER.

P. PAUL & CO.,
Duncan Station, Que.

"Products that build up and hold trade"

You, as a progressive merchant, anxious not only to *build up* trade in your locality, but to *hold it* in the face of competition, realize that the only sure way to do this is to sell goods in which you can place your confidence.

This is why so many dealers are selling **Davies Quality Products**. It's worth something to know that what you hand to your customers is absolutely good and reliable — and Davies Pure Food Products represent a standard of excellence which the Canadian housewife has learnt by experience she can rely upon.

That's why **Davies Products** are always good sellers. You can recommend them to your customers with confidence.

It's a pleasure to handle products of this kind—they make friends as well as customers.

Are you handling these Quality lines?

- Davies Smoked Meats
- Davies Sweet Pickled Meats
- Davies Fresh, Smoked and Summer Sausage
- Davies Pure Lard
- Davies "Peerless" Shortening
- Davies Fresh Meat
- Davies Cooked and Roast Meats
- Davies Pork and Beans
- Davies Canned Meats
- Davies "Peerless" Pickles
- Davies Butter, Eggs and Cheese

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered

Now Ready!

Brunswick Brand Kippered Herring

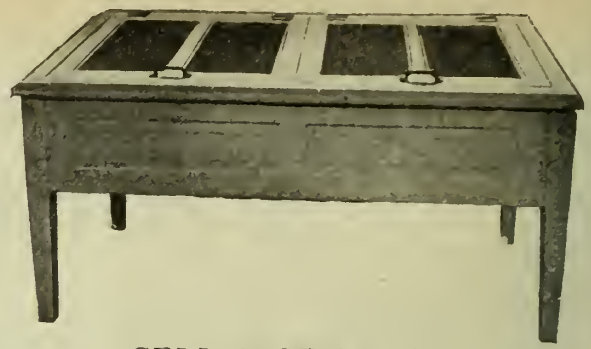
New bright stock — the pick of the season's catch. A highly delicious line that it pays to display regularly.

Packed 4 doz. No. 1 tins to case. Order your supply to-day and replenish your stocks of the following Brunswick Brand lines. They are all very salable.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.



SELL MORE FISH

The demand for fish is growing.

Are you getting your proper share?

Better display will help you build your fish business—the better display that

The
Arctic Fish Case

makes possible.

Let us show you what a profitable investment this Fish Case is. Ask us to send you full particulars and prices.

JOHN HILLOCK & COMPANY, Limited, TORONTO

Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

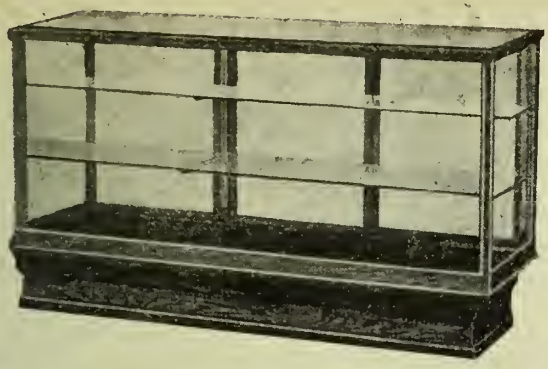
Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

Do You Want to Sell It?



If so, do not hide it on a back shelf.

Get one of our Handsome Silent Salesmen which will show your goods to advantage, keep them free from dust or becoming shop soiled.

Profits you make from increased sales will pay for it in a short time.

LET US KNOW YOUR REQUIREMENTS IN STORE FIXTURES

We are at your service.

G. W. Murray Co., Limited
WINNIPEG

A First-Class Seller

is an article which sells and sells *repeatedly*, requiring the minimum of effort and time on the part of the salesman.

The best-known, the best-liked and consequently the best-*selling* brand of peanut butter in Canada to-day is "BOWES."

SELL IT—PROFIT BY IT.

Manufactured and Guaranteed by

THE BOWES CO., LIMITED
TORONTO

Extra Delicious and Certain to Satisfy

EASTERN BRAND LOBSTERS

A line you can strongly recommend. Packed on the Magdalen Islands, in the company's sanitary factories. Attractively labelled and specially prepared for the high-class grocery trade.

Ask your wholesaler to supply you with EASTERN BRAND LOBSTER and a trial order of LOBSTER PASTE. Spreads like butter. Dandy for sandwiches.

Write for prices.

Eastern Canada Fisheries, Limited
Head Office: CORISTINE BLDG., MONTREAL

HIGH-GRADE SPECIALS IN OVERSEAS TRADE

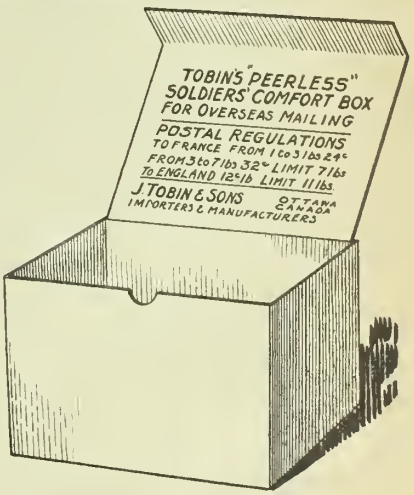
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.


TOBIN'S PEERLESS"
SOLDIERS' COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c lb LIMIT 11 lbs.
J TOBIN & SONS OTTAWA CANADA
IMPORTERS & MANUFACTURERS

Two General Merchants Give Three Guides To Success

Mr. General Merchant:—

In your grocery business, as you know, market news is important, and this paper you are reading—Canadian Grocer—is a valuable guide.

There's a business newspaper for your dry goods department every bit as good as you find Canadian Grocer for your grocery department. It is DRY GOODS REVIEW.

Here is a letter from a general merchant who reads Canadian Grocer as you do, and who was very glad indeed to discover DRY GOODS REVIEW.

St. Claude, Man., Jan. 16, 1918.

The MacLean Publishing Co.,
Toronto.

Gentlemen:—

I enclose herewith M.O. in payment of our year's subscription to CANADIAN GROCER and HARDWARE AND METAL, these two subscriptions having started some time ago. The other two dollars are to pay for one year's subscription to DRY GOODS REVIEW.

The fact is I have been looking for a paper of this kind for some time, but it is only a few days ago that I saw your advertisement in CANADIAN GROCER about it.

If this REVIEW is as good as the two papers above mentioned, let me tell you it is a corker. These two papers have helped me so much by the advice given in them, and also suggestions made, that the amount cannot be estimated in dollars.

M. JOBIN.

DRY GOODS REVIEW is as good as Canadian Grocer or Hardware and Metal. To the merchant buying and selling dry goods, DRY GOODS REVIEW is as valuable as Canadian Grocer is to the grocer, or Hardware and Metal to the hardwareman.

J. C. Nichol, General Merchant, Radisson, Sask., writes:

"I have been a subscriber to DRY GOODS REVIEW for over ten years and I look upon it as being absolutely essential to my business."

Your desire to see DRY GOODS REVIEW which so thoroughly meets the needs of these general merchants is your business instinct getting busy. Always act promptly on a money-making or a money-saving impulse. This one is both. Act upon it now. The lines on this coupon are your lines of action.

The Maclean Publishing Co.,
153 University Avenue, Toronto.

Send me The Dry Goods Review each month beginning with the current number. I will pay subscription price, $2.00 per year, on receipt of bill.

Name.....

C.G.-Feb. 22 Address.....

Mail in open envelope for 1c. stamp

If any advertisement interests you, tear it out now and place with letters to be answered

Ford ONE-TON TRUCK

COUNTRY-WIDE interest and comment have followed the recent appearance on the market of the new Ford One-Ton truck.

It is now possible to get a serviceable commercial car of one-ton carrying capacity that also embodies the desirable qualities of Ford sturdy construction and low up-keep expense.

The Ford passenger car has proved itself the most economical and serviceable automobile in the world. And this latest Ford model differs from the standard Ford chassis only in being constructed for heavy-duty service.

The frame is built of heavy steel, and the wheel base has been lengthened to 124 inches. A worm drive is used, and rear wheels are equipped with solid tires. Front tires are pneumatic. The standard Ford motor, transmission and ignition are embodied in the truck.

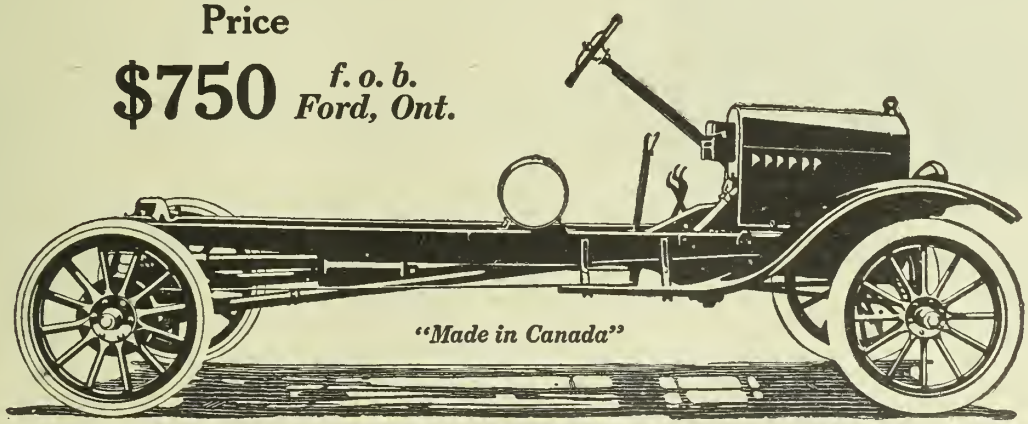
The Ford truck is supplied as a chassis only. This allows the purchaser to equip his car with any style of commercial body to suit the individual requirements of his business. It is an easy matter to get this equipment, for many of the leading body builders of Canada already have developed standard bodies of the various styles, made specially to fit the Ford truck.

Ford service has contributed in no small way to the reputation of the Ford car for day-in-and-day-out dependability. This same universally satisfactory service is available to owners of Ford trucks—an important thing to consider.

Realizing that a Ford model of the popular one-ton capacity would find immediate favor, this new truck is announced. Don't fail to see it on exhibit at the Ford service station in your town.

Price

$750 *f. o. b. Ford, Ont.*



See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

Every Good Grocer

who appreciates an easy-selling, customer - pleasing product should make a point of constantly featuring our delicious

OLIVE BUTTER

When a customer once realizes the delicate, palate - tickling goodness of this line you can "bank on" selling her lots more of it. And you'll make a nice profit on every sale.

Also show our "Chicken a la King," "Chili Con Carne" and "Pure Tomato Paste." They're big sellers.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

Good Housewives ask for it

Because they know from experience that "the soap in the neat red label" has no superior in wash-day cleansing service. Keep a display always before your customer's notice and profit by the "Wonderful" demand.

Try Our Crystal Soap Chips

Guelph Soap Co.
Guelph, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain. 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain. 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½1lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections—	Per doz
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes.	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Shylock lost out because

he couldn't guess the correct weight

"Nay, if the Scale do turn (but in the estimation of a hair) thou diest, and all thy goods are confiscate."

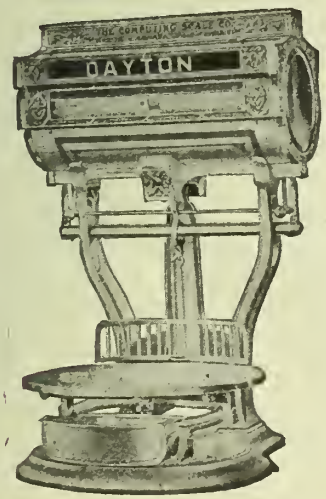
There is a lesson for all merchants in Portia's charge to Shylock. It is this —NO man can guess exactly the weight of anything.

When you attempt to cut a pound of cheese or butter or bacon, you are either going to get under or over your measure.

It's human nature for the customer to want to pay only for the 15½ ounces if the scale registers that much, but if the scale goes down sharply because of a quarter or half ounce overweight, the customer will not wish to pay for that extra weight—that is unless they *see* it registered before their eyes.

You can't get overweight so registered by an old-fashioned scale. But there is one that will do it with absolute accuracy, the

Dayton Automatic Scale



And it is the only scale you can afford to have on your counter.

People are demanding war time efficiency and economy; they want to pay for only the exact weight. YOU can't afford to give anything away either.

Write us to-day for our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the Market

Order from your jobber

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35

W. CLARK, LIMITED MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn—½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.60.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c, ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold label), individuals, 95s; 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50; 2s, $5.95.
English Plum Pudding—½s, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage—1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops—½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken—½s, $6.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch—1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans, Tomato Sauce—Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s, $2.05; 3s, $3.25, Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 15
D. S. F., ½-lb.	4 20
D. S. F., 1-lb.	7 60
F. D., ¼-lb.	1 15
	Per jar
Durham, 1-lb. jar, each	0 50
Durham, 4-lb. jar, each	1 75

The time it takes to make a Gold Dust sale is the time it takes to reach the shelf and ring your register—

MADE IN CANADA

THE N. K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont. Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

Push Marsh's!

the pure Concord Grape Juice that's growing more popular daily. It gives good profits.

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario Agents

Rose & Laflamme, Ltd.
Montreal, Que.

If any advertisement interests you, tear it out now and place with letters to be answered

Charbonneau

The name that stands for

Purity and Quality in Biscuits and Confectionery

Are you displaying

IMPERIAL Maple Cream Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

DISTRIBUTORS:—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.

65c. Saved on Every Dozen Eggs

By Using

POPULAIRE'S EGG POWDER

Gives splendid results. In cakes, pudding, etc., the difference cannot be detected. Package equal to one dozen eggs costs 10c, larger sizes also.

Liberal Discounts

Imperial Co., Reg'd

645 St. Valier St. Quebec, P.Q.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00
Lemon, 2 dozen	2 10
Orange, 2 dozen	2 10
Raspberry, 2 dozen	2 10
Strawberry, 2 dozen	2 10
Chocolate, 2 dozen	2 10
Peach, 2 dozen	2 10
Cherry, 2 dozen	2 10
Vanilla, 2 dozen	2 10
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.	

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. drawn lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ½c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	1 10
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0 10½
Barrels, 200 lbs.	0 10
Kegs, 100 lbs.	0 10
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0 11
8 in case	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½
Kegs, extra large crystals, 100 lbs.	0 10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 05
Barrels, per 100 lbs.	7 50
½ barrels, per 100 lbs.	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan	3.80
Metal Outfits, Black and Tan	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, 1⅛s	0 64
Currency, 8s	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ⅛s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. glass humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2 3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

ONIONS and CARROTS

The campaign for the greater consumption of the two above lines instituted by the Government to use up the surplus and prevent waste is having the effect of

Greater Consumption

Prices are about half last year's prices.

We have full stocks of both **Spanish** and **Domestic.**

Fresh Arrivals: Californian Cauliflowers, Celery, Boxed and Barreled Apples, Navel and Florida Oranges, Grape Fruit, etc.

WHITE & CO., LIMITED

Wholesale Distributors

Toronto ***Fruits and Fish*** **Hamilton**

Fish For Lent

Halibut, Qualla Salmon, Cohoe Salmon, Steak Cod, Herrings, Smelts, Labrador Salt Herrings, Haddies, Fillets, Ciscoes, etc.

Florida Pineapple Oranges

High Colored, Juicy, Delicious, Best Sizes.

California Celery

Extra Fancy Arriving in Fine Condition.

Apples

Rome Beauties, Spitzenberg, Winesaps, Extra Fancy Fruit in Boxes.

Starks, Baldwins, Ben Davis in Barrels.

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

FRESH ARRIVALS THIS WEEK

2 Cars Extra Fancy Florida Oranges

1 CAR EACH

California Navels

California Celery

Florida Grape Fruit

Messina Lemons

ALL EXTRA FANCY QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

If any advertisement interests you, tear it out now and place with letters to be answered

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford. England.

Freemans FOOD PRODUCTS Watford

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY AND MEAT BUSINESS; full stock; fine trade; splendid locality; store plate front; dwelling attached red brick; illness reasons for selling. W. A. Birdsall, 241 George St., Sarnia, Ont.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of $6,000. Turnover last year $20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

FOR SALE—ESTABLISHED GROCERY BUSIness of over forty years' standing, in good live town, population eight thousand; railway divisional point; annual turnover fifty thousand dollars; stock and fixtures seven thousand dollars; good opening for right man. Apply Box 279, Canadian Grocer, Toronto.

A GOOD GROCERY BUSINESS OF 24 YEARS' standing for sale. Stock about $8,000; cash business last year $24,800; dwelling in connection; stock clean and up-to-date; good country trade. Also for sale meat shop, stable and drive barn. Situated half mile from station on C.P.R. Good chance for a good live man as I am retiring. Box 282, Canadian Grocer.

GENERAL STORE BUSINESS FOR SALE— Stock about $8,000.00. Annual cash turnover $26,000.00. Store storerooms. dwelling, stable, for sale $3,000.00 or rent $30.00 a month. Possession 1st April. A snap for someone. Box 23, Silverwater, Ont.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

GOODS FOR SALE

FOR SALE AT BARGAIN—3,000 ROLLS wallpaper. Reason for selling, short of space. Good stock. Apply Box 281, Canadian Grocer.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

HELP WANTED

WANTED — BUTCHER, MUST BE GOOD counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

LINES WANTED

GROCERY TRAVELLER, WORKING EVERY store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

AGENCIES WANTED

WANTED AT ONCE, BY TRAVELLER WITH good connection, covering Maritime Provinces; one who can give results. Agencies on commission with reliable concerns. Box 278 Canadian Grocer, Toronto.

FIXTURES FOR SALE

A 640 ACCOUNT McCASKEY REGISTER, good as new; reasons for selling; doing cash business; will sell cheap. Dresden Hardware Co., Dresden, Ont.

FIXTURES FOR SALE COMPRISING LARGE size Eureka refrigerator, marble slab counters, grocery counters, shelves, three silent salesmen, large Christie biscuit stand, Cole electric coffee mill, tea bins, scales, etc., etc. Must be sold at once. Can be seen at Preston, Ont. Apply Metcalfe Candy Co., Kitchener, Ont.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread: shipping service unexcelled (Western Ontario delivery only): four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, OLEOMARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON · ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

LARGEST CANADIAN DEALER
ADEL. 760
WASTE PAPER
E. PULLAN TORONTO

SPOT CASH

FOR

Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited
175 King St. East
TORONTO
Long Distance Phone, Main 2378

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelledware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024, Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Perfect PAPER Baler

Strongest, simplest, most efficient and easiest to operate — Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

KING GEORGE'S NAVY

CHEWING TOBACCO

wins favor from the first

The moment a man gets his tooth into a "chew" of King George's Navy he recognizes in it his ideal of what a real, good chewing tobacco should be.

That is why King George's Navy is such a sure repeater. The first purchase gives the satisfaction that brings many repeats.

Every good grocer should handle it.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

War Flour Good Flour

By CARO M. BROWN
Chemist—Lake of the Woods Milling, Company, Limited

IN THE interest of Food Conservation it has been proved most economical to insist upon a standard loaf of bread from all bake-shops and this is only possible when a Standard Flour is manufactured. In order to effect this standardization of flour all over Canada, the Government requires that the mills make not less than 74 per cent. flour from wheat, that is, 74 pounds of War Flour is to be made from 100 pounds of wheat. This is only very slightly more than most mills are already extracting.

Not "Graham" Flour

The slight increase of flour extracted is **true** flour, and not Bran or Shorts. Formerly this slight amount of flour had been allowed to go into the feeds for animal consumption, but when every grain of wheat counts as it does now, this is too extravagant a practice. There need be no apprehension as to the quality of Government Regulation flour. It is NOT "Graham," nor even so-called "Whole-wheat" flour, and it is NOT flour mixed with Bran or Shorts. It is simply pure flour as taken from the wheat berry, purified and sifted exactly as in the past; but, instead of several grades, such as FIVE ROSES, HARVEST QUEEN, LAKE-WOODS, etc., being separated, all the flour is now blended together and only one brand will be on the market.

Colour More Creamy

The War Flour has not quite the white colour of FIVE ROSES, but for all practical uses it will give identical results in baking. Flavour, texture, general appearance and nutritive value will not be impaired in any way.

Good Baking Results

Foreseeing that some regulation of this sort was imminent, we have been trying out in our laboratory recipes for Bread, Cakes and Pastry, using the new "War Flour," our idea being to ascertain if any modification of present methods should be adopted. There need be no fear that the new flour will make unpalatable bread, cake or pastry. We were more than pleased with the results, and found that for bread no variation seemed necessary.

Suggestions for Your Customers

In making pie crust and puff paste, we have obtained the best results by using slightly less water than with FIVE ROSES. The crust was flaky, crisp and well-flavored. For cake, we followed exactly the same recipe in using FIVE ROSES and the War Flour; the cake from the War Flour was equal to that from FIVE ROSES in lightness and texture, was excellent in flavour and of a rich, creamy colour.

The War Flour being rich in gluten, care should be taken in making baking-powder biscuit and pastry not to work or handle it any more than is absolutely necessary, as this toughens the gluten, resulting in a texture less tender and flaky.

LAKE OF THE WOODS MILLING COMPANY LIMITED

MONTREAL — *Makers of FIVE ROSES Flour* — *WINNIPEG*

FIVE ROSES IN KHAKI—To conserve wheat, so essential to the Allied Cause, your favorite brand is now being milled according to Government Regulation. But the name "FIVE ROSES" which, for over a quarter century, has been a positive assurance of quality, is still your protection. Users of "FIVE ROSES Government Grade" Flour are assured of the best available flour under all conditions. Fortunate possessors of the famous FIVE ROSES Cook Book can bake with the new FIVE ROSES with practically no change in their present recipes and in the certainty of excellent baking results.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, MARCH 1st, 1918 No. 9

Welch's

"The National Drink"

If a merchant stocks a brand of tea that proves unpopular he doesn't give up; he searches until a well-liked blend is found.

Yet the same merchant may stock a brand of grape juice that has no sale and the result discourages him from further trials.

If your grape juice experience has not included Welch's don't jump at conclusions. Try Welch's.

For Welch's, while its volume of sales is not comparable with that of tea, has a steady, increasing consumer demand.

Your customers know Welch's and its quick turnover serves the double purpose of a small investment and cash-register profits.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

ADVERTISING
—and the O-Cedar Dealer

ADVERTISING puts goods in the spotlight and under the searching scrutiny of the buying public. Only goods with merit can be successfully advertised. The O-Cedar Products have exceptional merits and the extensive advertising of these merits has created a great demand.

You can direct this demand to your store by displaying O-Cedar in your window—about your store, and through local advertising in your newspapers. People like to buy advertised goods, because the price and merits are known.

We have a series of newspaper ads that help O-Cedar dealers to sell other merchandise they carry, as well as

O-Cedar Polish

These are illustrated in our booklet "O-Cedar Sales Helps." This booklet also shows the other O-Cedar Dealer Helps—the O-Cedar electric signs, window trims and Counter and Floor Display Stands. Send a post card to us to-day, requesting the booklet.

It is supplied free to O-Cedar dealers.

Channell Chemical Company, Limited

369 SORAUREN AVENUE - - - TORONTO

PROHIBITION
BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

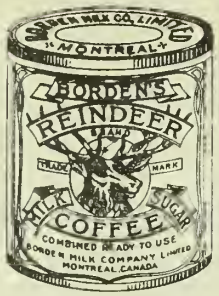
in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Three Generations Ago



Borden Milk Products set the standard for purity and wholesomeness, a standard that has ever since been consistently maintained.

BORDEN'S

have been introduced and recommended in every community by means of a persistent consumer advertising campaign and this, in conjunction with its own superior qualities, has made it a "seller" throughout the entire year.

Never be without a good supply of Borden quality lines and keep a display always working for you. The margin is attractive.

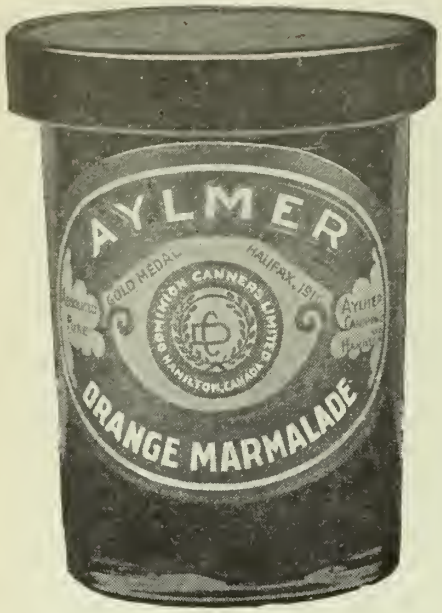
Borden Milk Co.

Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg. Vancouver



Reputation

The reputation of Aylmer Orange Marmalade for high quality makes it a most desirable line to carry. Every time you recommend it to a customer it enhances your reputation with her, because she knows that Aylmer on the label insures quality.

Get this business-builder working overtime for you. Display the jars on your counter or shelves prominently. Be sure your stock is large enough. Better order now for early Spring business.

Dominion Canners Limited
Hamilton - Canada

Purity TABLE SALT

for the Table or the Dairy

There is nothing better made. Our up-to-the-minute vacuum plant and our staff of highly skilled workmen guarantee Purity Salt the very acme of superiority for table or dairy purposes.

Show Purity Salt constantly.

THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.

Church and Dwight
LIMITED
Manufacturers
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

W. G. Patrick & Co., Limited

Canadian Distributors for

The Midland Vinegar Co., Limited, Birmingham, England

Toronto, March 1st, 1918

TO THE TRADE

RE H.P. SAUCE

GENTLEMEN,—

Your attention is again called at this time of food conservation to our well-known line of H.P. SAUCE—which might well be termed the economy sauce of the hour.

We want you to know the quality that is inside of every bottle, and the many uses of H.P. as an aid to food economy. Almost any sauce can be used on a piece of beef. It is hard to spoil a good steak or roast. H.P. is a delicious addition to these meats, but when testing out H.P. economize, try it on vegetables. Take a baked potato and add a few drops of H.P.—you will not need any butter or other seasoning. Try it on beans, spinach, beets or tomato. For meats, try it with bacon, mutton and cooked-over dishes. It gives a new appetizing flavor to hash or stews that makes you relish these old familiar dishes.

It would take a book to suggest all the possible ways to use H.P. economically. It is good with fish, salads, cheese, in fact with all kinds of food.

From every angle H.P. Sauce is well worthy of your enthusiasm and your customers will appreciate the courtesy just as we will appreciate your kind and continued co-operation in keeping this line before the consumer.

We are starting our Large Spring Campaign of Advertising, consisting of bill-posting, street-cars and newspapers, on April 1st.

We would recommend your covering in advance sufficient stock to supply the increased demand, which is bound to result from this Campaign.

Hoping we will have the pleasure of serving you, we are

Yours very truly,

W. G. PATRICK & CO., LIMITED

Dict. J.R.S.G./P.

If any advertisement interests you, tear it out now and place with letters to be answered.

RICE

An ideal Wheat substitute

Cutting down the daily consumption of wheat products, as urged by the food conserving campaign, is by no means a hardship to those good housewives who substitute therefor such a good, palatable and wholesome food as RICE—the best wheat substitute of all.

And the fact that the price of RICE is still reasonable, despite prevailing conditions, will be a mighty big selling point with every careful "spender," and most housewives are careful and economical spenders just now.

Dealers should let their trade know they sell Rice. A little reminder about the nutritive value of this food and a little display will boost sales.

Mount Royal Mills Brand is the RICE to recommend.

Mount Royal Milling and Manufacturing Co., Limited

D. W. Ross Company, Agents, Montreal

A Machine That *Saves Time*

No merchant should do the work a machine can do for him

A National Cash Register does 15 important things in 3 seconds. It would take many minutes to do them by hand—yet no merchant can afford to be without the protection and information they give. A National Cash Register—

Prevents disputes and stops losses.

Prevents carelessness and forgetfulness.

Increases the merchant's trade and profits.

Makes better clerks by showing what each does.

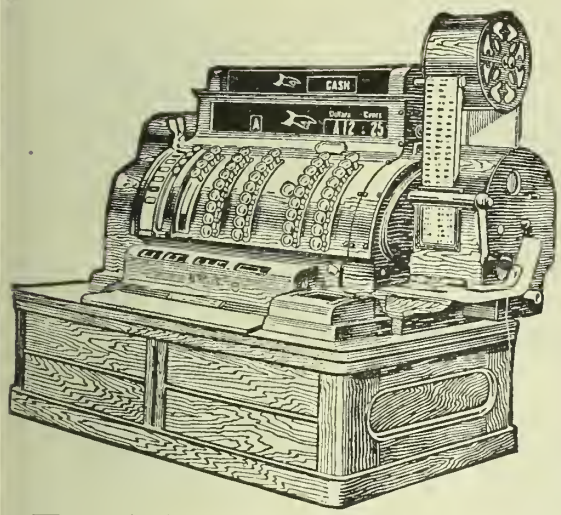
Saves clerk hire by speeding up sales.

Protects you against the mistakes of new clerks.

Lowers cost by increasing take-with sales.

Gives quick service, and prevents overtime work.

More than pays for itself out of the money it saves.



A demonstration of the register best suited to work your business will prove these statements. Let our salesman show it to you. This will place you under no obligation.

The National Cash Register Co. of Canada, Limited

The National Cash Register Co. of Canada Limited, Toronto.

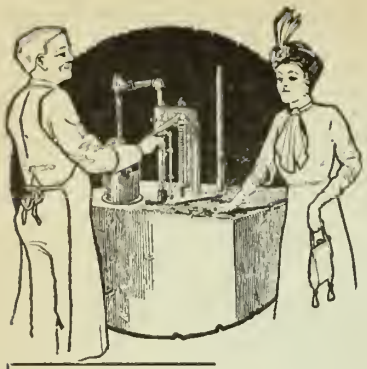
I would like to know how a National Cash Register enforces system in business, how it prevents carelessness, how it stops mistakes, how it would save me money. I understand that this places me under no obligation.

Name .....

Address .....

Business.....No. of Clerks.....

If any advertisement interests you, tear it out now and place with letters to be answered.



The Particular Merchant

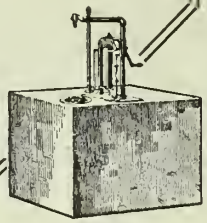
Can you imagine anything impressing your trade more favorably than your reputation as a "particular" merchant? Naturally, this suggests the quality and quantity of foodstuffs sold but how about the oil supply? Are you particular about it, too?
Perhaps your attention has never been directed to a better way of handling oil and you are doing your best with inadequate facilities. If so—investigate the

BOWSER ESTABLISHED 1885

Oil Storage System

It completes your chain of "particular" service. Prevents damage to food supplies by oil fumes; keeps oil off the floor; gives accurate measure; abolishes the fire hazard; is rapid, clean and a pleasure to operate. Makes a better store wherever it is installed.

Write for interesting literature



S. F. Bowser & Co., Inc.
TORONTO, ONTARIO
Sales Office in All Centres — Representatives Everywhere

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

CENTURY SALT

Your customers will like Century Salt

They cannot help but like its clean, sparkling purity and perfect seasoning qualities.

Century Salt is a good, brisk selling line—one worth featuring every day the year round. Are you supplied?

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

ROLA "QUALITY"

EGG POWDER

Pure
Wholesome
Convenient
Economical

Guaranteed to be manufactured from Evaporated Fresh Eggs and other nutritious ingredients.

One tin, retailing @ 25 cents, does the work of 2 dozen eggs.

Put up in very attractive Counter Display Cartons each containing one dozen tins.

Ask Your Wholesaler for It.

ROSE & LAFLAMME, LIMITED
MONTREAL - TORONTO

The Food Controller

asks Canadians to

Save the Beef and Bacon

for our Allies.

HERE ARE SOME OF THE

CLARK HELPS

TO ATTAIN THIS END.

CLARK'S Pork and Beans
" Ready Lunch Veal Loaf
" English Brawn
" Boneless Pig's Feet
" Smoked Vienna Sausage
" Stewed Ox Tail
" Stewed Kidneys
" Jellied Hocks
" Irish Stew
" Ox and Lunch Tongue
" Boneless Chicken
" Chateau Brand Concentrated Soups
" Spaghetti with Tomato Sauce and Cheese
" Peanut Butter, etc.

Every one a delicacy.

STOCK THEM. PUSH THEM.

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

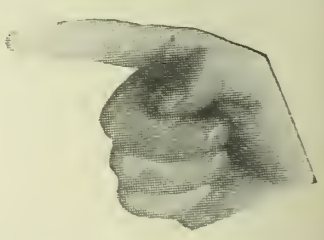
This Space is Yours For $2.50 On Yearly Order

C. & J. JONES
WINNIPEG - VANCOUVER
Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

Let us connect you with the Western Markets



We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are Pioneers of Business Expansion

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

Headquarters for
Evaporated Apples and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

TO
Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

Three good customer pleasers

Sell a housewife any of the Malcolm Milk Products and you can count on her coming back for further supplies.

Because the purity and the deliciousness of the Malcolm lines are such as will meet the expectations of your most critical customers.

Malcolm Milk Products are the equal in every respect of the imported lines. Why not sell them then for the good margin of profit they give you, as well as for the fact that in so doing you are building up the industries of Canada.

The MALCOLM CONDENSING CO., LTD.
ST. GEORGE, ONT.
The All-Canadian Condensed Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

The beverage of untold centuries—is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by more than 50 per cent of Canada's tea drinkers testifies as to its quality.

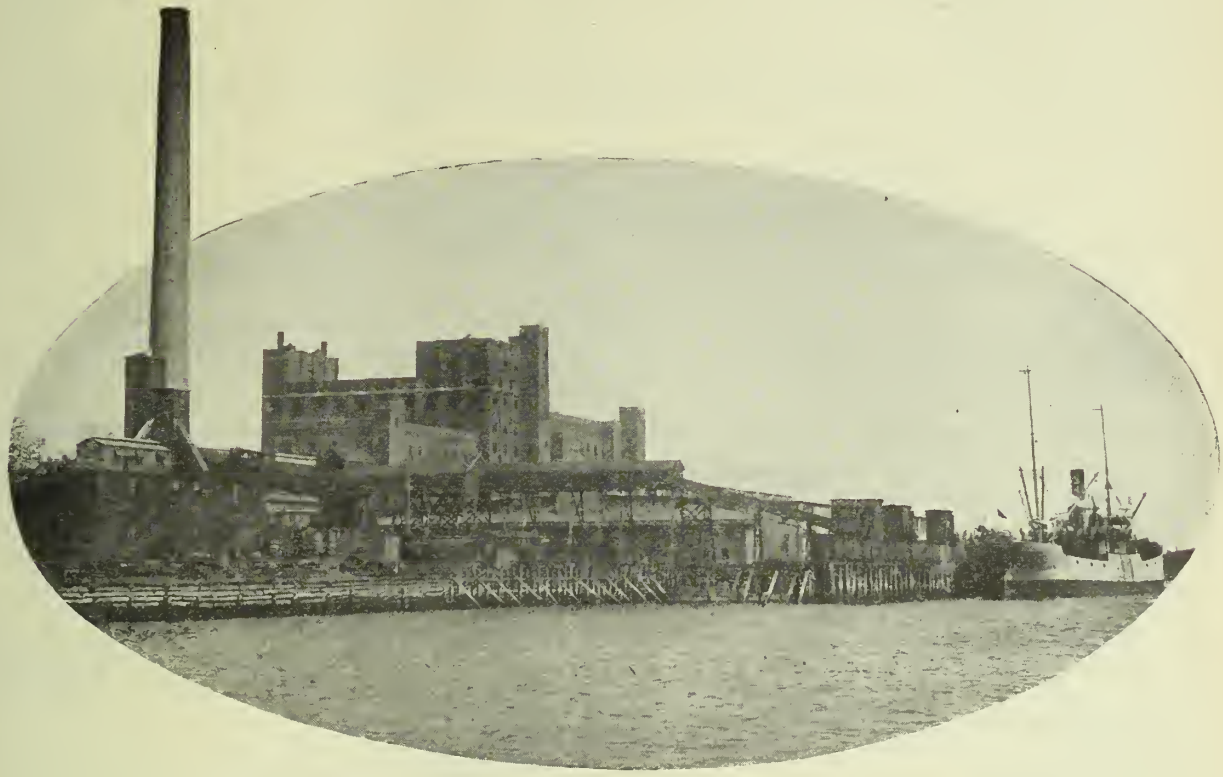
"The salts of tea reduce the amount of solid food necessary and maintain the vigor."
—Dr. Williams, Yale.

16

You have but to show Japan Tea in your displays to realize what a splendid selling force is behind it in our consumer advertising, which is constantly introducing it to new friends everywhere to whom its own delicious goodness makes a lasting appeal. And the profit margin is generous enough to make a good Japan Tea display always worth while.

We are building up the demand. Are you prepared to supply it?

WAS NOT BURNED



SO many reports have reached us from outside places that our refinery at Woodside had been destroyed by the Great Explosion of December 6th that we now take the opportunity to show the above picture of the Woodside plant just as it is to-day.

THE ACADIA SUGAR REFINING CO., Limited
HALIFAX : : : : : CANADA

High Prices Demand Full Value

Under present conditions it is inevitable that food products should be high in price, and for this reason the consumer is watching more sharply that the goods be of full value.

Anchor Caps on glass packages offer the retailer the best opportunity of giving his customers the greatest possible value. They absolutely protect the contents from contamination and bring them to the consumer with their flavor and freshness unimpaired.

Anchor Caps also give the retailer certainty of securing full value in his purchase. Anchor Caps will not come off in transit. They prevent leakers, spoiled labels and unsaleable goods, and assure you the full retail price for every jar purchased.

When ordering your supplies for the new pack of jams, jellies, pickles, etc., be sure that all glass packages are sealed with Anchor Caps and in this way secure the maximum of satisfaction and give your customer his money's worth.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

KLIM

A LIVE LINE

Klim sells fast. It repeats almost daily. It replaces liquid milk in the home for cooking, for tea, coffee and cocoa, for everything wherever liquid milk is used.

Klim is an added line, not a change from something similar. A new, profit-bringing staple which fills a definite need in every household.

Order a case of household, one-pound size from your wholesale to-day. We help you to sell it by our advertising.

CANADIAN MILK PRODUCTS, LIMITED
10-12 St. Patrick St.,Toronto 10 Ste. Sophie Lane, Montreal

Also stocked by

W. H. Escott Co., Ltd., Winnipeg, Regina, Calgary, Edmonton.

Kirkland & Rose, Vancouver, B.C.

EVERY HOME NEEDS

KEATING'S

To have Keating's is to sell Keating's. It is the universal insecticide: fatal to every form of insect life, but harmless to human or animal life:

Flies	Ants	Bugs
Fleas	Wasps	Roaches
Mosquitoes	Beetles	Moths

No insect can live once it comes into proper contact with Keating's, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keating's constantly on hand for immediate use.

Made by THOMAS KEATING, London, Eng.
Established 1788

Sole Agents for Canada

Harold Ritchie & Company, Limited
McCaul Street, TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

A Direct and Forceful Selling Help

in the marketing of your product (and one not to be lightly considered) is the sales creating power of a carefully designed and well executed label, letterhead, poster, carton, folding box or street car sign. The quality of our work enhances and intensifies the effect of such selling helps because in our productions are combined that originality of design, and that genius of artistic effect which focuses the attention and produces an immediately favorable impression. And though the quality of our work is high the prices are not.

The Standard Lithographic Co.

of Canada, Limited

Head Office: Toronto, Canada

Get stocked now with

MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to

Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

A Year-round favorite

People use Marsh's Grape Juice throughout the entire year. Its delightful flavor and real food value always pleases. Have you Marsh's in stock?

The Marsh Grape Juice Company

Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.

Ontario Agents

Rose & Laflamme, Ltd.

Montreal, Que.

If any advertisement interests you, tear it out now and place with letters to be answered.

An Enemy of the Allies

The man who wastes food by helping himself to more than he can eat is the enemy of all!

Everyone now sees this is so.

But what of the grocer who keeps his goods under counters which waste food by the wholesale?

Every economical saving device should be adopted at once by patriotic grocers—just as a war measure. The most economical of all such devices is a

SHERER COUNTER

It is a wonder on saving. It pays for itself quickly.

The Sherer has many other advantages than "saving" and "paying"—such as keeping goods handy, clean and perfectly wholesome.

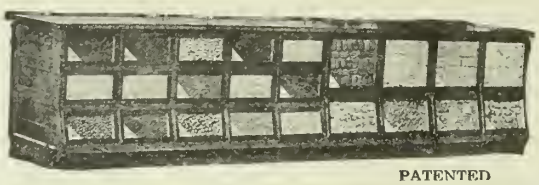
Then, since it displays 31 different lines through the counter's glass fronts, it silently makes sales while the customer waits.

No grocer can imagine half its advantages. Write us about it. We'll send Booklet AC if you ask. It tells!

SHERER-GILLETT COMPANY, LIMITED

Patentees and Manufacturers

Guelph, Ontario



PATENTED

YOUR WANTS

are many here below. Use CANADIAN GROCER want ad. page and get rid of a few of them.

Still at pre - war prices—

Holbrook's

Imported

Worcestershire Sauce

This line has the superior quality that wins the keen appreciation and the lasting approval of hard-to-please people. It pays to show it constantly in window and interior displays.

The following lines are exceptionally saleable and customer-pleasing:

Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powder. Also

ROSE'S LIME JUICE

the peer of all temperance drinks. Sells and stays sold. A favorite 50 years ago and leads all others to-day.

Recommend Rose's Lime Juice to all who seek an invigorating, wholesome and highly delicious beverage.

Dominion Agents

Holbrooks, Ltd.

Toronto and Vancouver

PURITY FLOUR
(GOVERNMENT STANDARD)
IS A PURE WHOLESOME FLOUR

The same careful milling methods, the same high standard of wheat selection that have won for Purity Flour such a high place in public favor, will be used to produce in

PURITY FLOUR
(GOVERNMENT STANDARD)

the best flour care and science can produce in accordance with the new milling regulations.

IMPORTANT

The recipes contained in the Purity Flour Cook Book are recommended for successful baking of the new Purity Flour (Government Standard). With the aid of this valuable collection of tried and tested recipes you will have no difficulty in producing nutritious and palatable bread, cakes and pastry.

Western Canada Flour Mills Company, Limited

Head Office: Toronto

Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, and St. John, N.B.

CHARBONNEAU'S Imperial Maple Cream Maple Butter is unsurpassed.
CHARBONNEAU'S Farm-Cream Sodas are in great demand and are rapid sellers.

Prompt Shipment. *Get Our Prices.*

CHARBONNEAU, LTD., 330 Nicolet St., Montreal

Distributors: Robt. Gillespie Co., Winnipeg. Morris & Co., Toronto.

If interested, tear out this page and keep with letters to be answered.

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] **Hamilton**

We specialize service, quality and first-class satisfaction.

Use the telephone (asking the operator to reverse the check) when needing goods in a hurry.

Bristol, Somerville & Co.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade

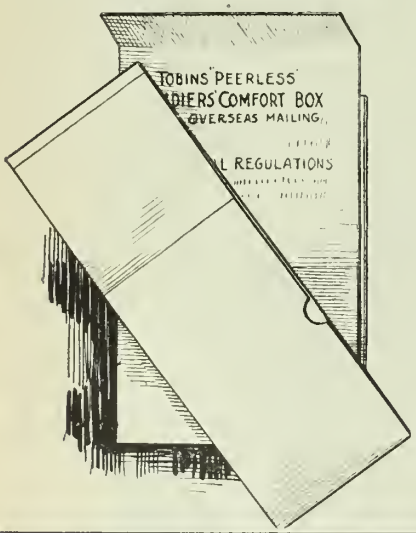
CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

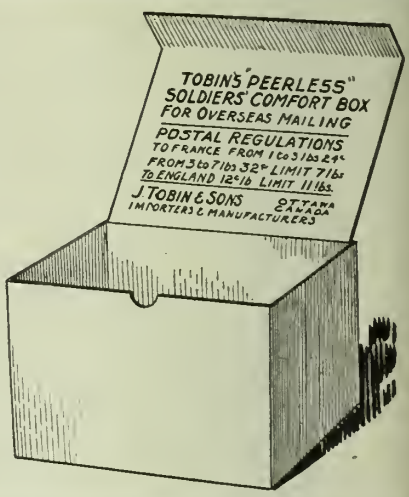
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not. GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.


TOBIN'S "PEERLESS"
SOLDIERS' COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c lb LIMIT 11 lbs
J. TOBIN & SONS OTTAWA CANADA
IMPORTERS & MANUFACTURERS

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. **Montreal**—Geo. Hodge & Sons, Limited. **St. John, N.B.** MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.

A STOCK of Furnivall's will put your jam sales on a higher profit-making basis. Your customers will buy Furnivall's regularly once they come to know what real quality it represents.

And the margin on Furnivall's is worth while.

Are Grocers Overworked?

With experienced help so scarce, it is scarcely to be wondered at that many grocers are complaining about being overworked.

Certainly grocers have no time these days to weigh and tie up any more bulk goods than absolutely necessary.

Think what a help Red Rose Tea is to overworked grocers. It is a line so well-known that it needs no pushing or talking up. It is a self-seller. And it is already weighed and put up in a sealed, sanitary package that conserves its splendid quality and prevents waste from spoilage.

Verily, Red Rose Tea "is good tea."

T. H. ESTABROOKS CO., LIMITED
St. John, Toronto, Winnipeg, Calgary

"Cobban's Herb Tablets"

(The old Reliable Herb Remedy in tablet form)

Do you stock them?

If not order from your jobber

They are advertised in the leading papers and are meeting with big demand from the trade. Put up in carton display box of 1 doz. (50 tablets each). Boxes to each carton to retail at 25 cents per box, every box guaranteed.

MUNCEY SUPPLY COMPANY
PROPRIETORS
Muncey - Ont.

Watson & Truesdale, 120 Lombard Street, Winnipeg
Distributors for Canadian North-West

Ever Ready "Dandee" Cocoa

is the greatest Canadian liquid food. Do you stock this saleable line which gives the retailer a fair profit?

Packed in 4 and 8-oz. tins.

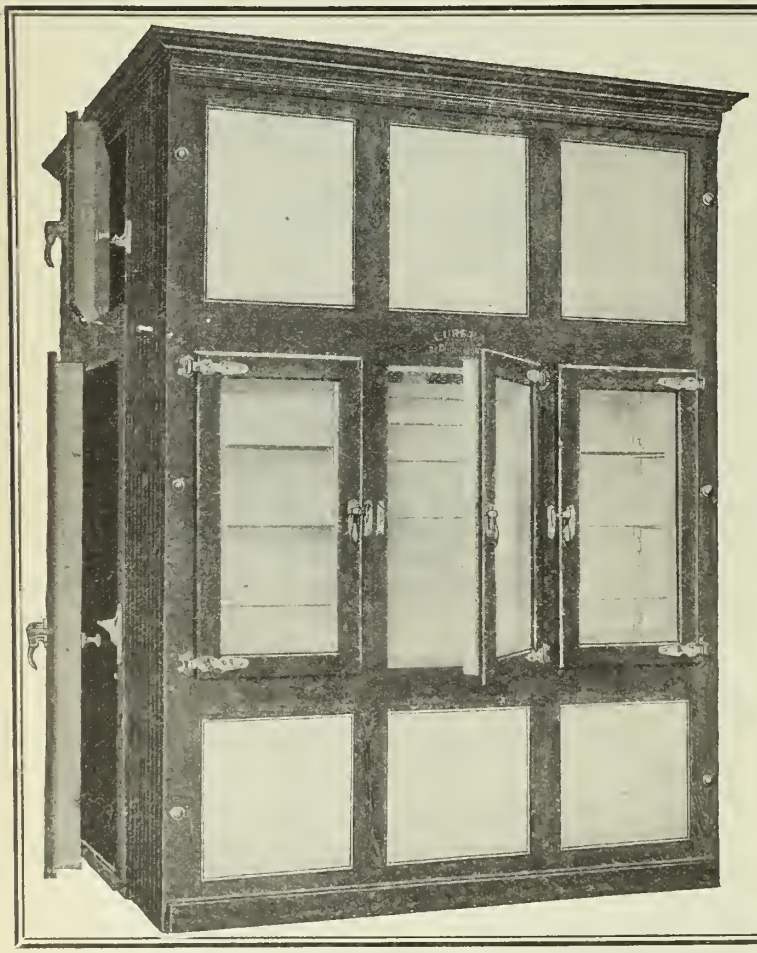
Manufactured and guaranteed by

Litster Pure Food Co., Limited.
TORONTO

If interested, tear out this page and keep with letters to be answered.

Let this card help you Your stocks of Keen-Colman Products will move more rapidly if you get one of these handsome show-cards working for you. Ask us to mail you one. Hang it where it gets the eye—then watch your stocks diminish. Write for that card now.

Magor Son & Company, Limited, 30 Church St., Toronto, 191 St. Paul St., Montreal



EUREKA Butcher's Refrigerator

The most scientific and dependable of all Refrigerators.

We will send a Refrigerator expert to you FREE OF CHARGE. He will assist you plan and decide on a Refrigerator best suited to your requirements.

Our 31 years' experience is at your disposal FREE without any obligation.

Write to-day for catalogue.

Eureka Refrigerator Co., Ltd.
11 Colborne Street, - TORONTO

Phone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg.

If interested, tear out this page and keep with letters to be answered.

CANADIAN GROCER

Vol. XXXII. TORONTO, MARCH 1, 1918 No. 9

High Record Set by Seed Prices

Corn Practically Unprocurable and Red Clover Prohibitive in Price — Bad Weather Conditions Resulting, in Short Crops, the Cause—Turnip, Onion and Parsnip Seeds Also Reach Record Figures

THE seed situation this year is rather a serious matter. Faced with the need of maximum production, seed products are in many instances exceptionally scarce; in some one or two important instances almost unobtainable; and in practically all important varieties appreciably higher in price.

Probably the most serious situation of all is that of corn. The excessive rain of the early season was a serious element in corn situation, this followed by early frosts practically ruined the crops. Moreover, the enormous production of the United States was also badly hit by frosts, so that only a very limited proportion of it is fit for seed. Moreover, the United States Government has placed an embargo against its export. It is early yet to state definitely what effect this embargo may have. It is possible that there may be more seed corn in the United States than will be required for the American farmer. In that case there is a possibility that there may be some corn available later in the season. This is a far-away hope, however, and there is no great amount of faith placed in this forlorn chance. One seed authority states that there will be in the Province of Ontario only one-third the usual sowing of corn for seed purposes, and there is not much chance that conditions will be better in the other provinces.

Ensilage Corn Available in Small Quantities

Ensilage corn, which, of course, was also a failure in Canada, is being obtained in small quantities from the United States. The supplies available from this source, however, are very limited, indeed. All corn coming from the United States is consigned to the Canadian Government Purchasing Board, and by them distributed to the seed houses. That is a rather roundabout method that involves a good many difficulties and only a nominal profit, as the seed houses are only permitted to get 5 per cent. profit on car lots and 7½ per cent. on less than car lots.

Red clover is almost prohibitive in price. No. 1 is quoted at $42 to $43 per hundred, and No. 2, $39 to $40. Even at these figures there is little anxiety to sell, as stocks are almost unobtainable, and some seed houses are not even quoting, but are merely selling on day-to-day prices. There is a possibility that as the season advances some of the primary holders of red clover seed may become panicky and there may be a slight decline, but conditions are such that no very substantial decline is even within the realms of possibility. One well-informed seedsman states emphatically that he does not expect to see red clover go lower than from 38c to 40c a pound at any time this year, and it is possible that it may not touch those figures.

There is a very strong probability that these price conditions will prevent many farmers from sowing this seed. This possibility seems to be borne out by the fact that there has been a substantial increase in buying of other seed where prices are not ranging so high. Both alsike and timothy are available in good quantities at reasonable figures, No. 1 alsike selling from $26.50 to $28, and No. 1 timothy at $12 to $13. Also there has been a largely increased demand for alfalfa, which sells at 22c to 26c a pound. Sweet clover, too, is in unusually good demand at a price of from $29 to $30. It is expected that there will be an increased sowing of these lines and a very limited sowing of red clover.

CURRENT SEED PRICES.

Red Clover—
No. 1, $42-$43 per cwt.
No. 2, $39-$40 per cwt.
Alsike—
No. 1, $26.50-$28 per cwt.
No. 2, $24.50-$26 per cwt.
No. 3, $22 per cwt.
Timothy—
No. 1, $12-$13 per cwt.
No. 2, $10-$12 per cwt.
No. 3, $9.50 per cwt.
Sweet Clover, $29-$30 per cwt.
Alfalfa, 22-26 cents a pound.
White Clover, 45-62 cents a pound.
Turnip Seed, per pound, $1.25-$1.50.
Carrot Seed, per pound, $1.00-$2.00.
Beet Seed, per pound, 65c-70c.
Mangle Seed, per pound, 65c-70c.
Parsnip Seed, per pound, $2.
Onion Seed, per pound, $4-$4.50.
White Beans, per bushel, $10-$12.

Root Seed at High Figure

In root seeds the same conditions prevail—a pronounced scarcity and abnormally high prices. Turnips probably head the list. Here, again, the failure of last year's crop is largely to blame, while short supplies on other markets make it next to impossible to make up the deficiencies. There were no turnips to grow for seed this year, and as a result there is a famine in this product. Moreover, this is not a temporary situation. It is generally believed that it will take three years to again build up a necessary supply.

Turnip seed in small quantities is selling at from $1.25 to $1.50 a pound; beets and mangolds range at 65c to 70c a pound; carrots at from $1 to $2.25.

Parsnip and Onion Seed at Record Figures

White beans are at from $10 to $12 a bushel. Parsnip is exceptionally high at $2 a pound. The same applies to all grades of onion seed, which are selling at $4 to $4.50 a pound.

Garden seeds are in a trifle better situation; at least they are available. Lettuce is at about $1 a pound; beans, 30c to 35c, and garden corn at prices ranging from 20c to 30c a pound.

There are, of course, a number of conditions accounting for the unusual situation in seeds this year. The unsatisfactory weather of last fall is, of course, the most important. This applies not only to Canada, but to the United States as well. Then, of course, railroad congestion has added another difficulty that has been hard to overcome, while the natural curtailment of the sources of supply on account of the war has limited the possibilities of compensating for a poor crop in one section by a better one in another.

Generally speaking, there is little likelihood of any better prices than those mentioned on this page, though it is possible that there may be a slight weakening as the buying season draws to a close.

Change in Baking Powder Package

Serious Tin Shortage Makes Conservation Imperative—Food Control Dept. Queries Baking Powder Firms as to Possible Change—May Ban Small Sized Tins

THE tinned plate situation has become a matter of such vital moment that every effort is being made to make the demands as light as possible. At present no one knows just what the actual Canadian needs, needs pared down to the narrowest limits, may be and consequently it is not known whether the supply of tinned plate that may be released by the United States for Canadian use will measure up to the actual requirements or not. P. B. Tustin of the Food Department, Ottawa, has been appointed by H. B. Thomson, Chairman of the Food Commission, to go into the matter of the necessary supplies of tinned plate, and the question of seeing that these supplies are obtained. Mr. Tustin has recently been at the convention of the American Canners at Boston, and probably within a short time he will be able to report on his findings in regard to this very critical situation.

One thing is certain, however, and that is that the canners of actual food will have the first call on the supplies available, and that other businesses will have to play second fiddle. Unquestionably, however, the canning concerns if this is the case will be under strict regulation, and there will be the maximum of conservation. It will be imperative to fill cans to their maximum capacity, which has unfortunately not always been done in the past.

Possible Change in Baking Powder Containers

The seriousness of the tin plate situation has led the Food Department to contemplate some method of conserving tin, and as a result the following form letter has been sent to all baking powder manufacturers:

Re Baking Powder

Gentlemen:—

In view of the shortage of tin-plate it has been suggested to us that we order that baking powder be put up in cans no smaller than one pound after the present stock of small sizes is exhausted. What effect do you think this would have upon the trade?

Further, would you be so good as to tell us explicitly whether or not there is any necessity for the use of tin cans for baking powder. Baking soda is put up in paper boxes. Why cannot baking powder be put up in the same way? What would be the effect if we were to order that all baking powder should be sold in paper boxes after the present supply is exhausted?

Canadian Food Control,
R. J. McFall,
Chief of Information and Statistics Bureau

Almost without exception these manufacturers have opposed this suggestion urging that it would be disastrous to the trade. There might possibly be a suspicion that the baking powder manufacturers were prejudiced in their own interests, so with a desire of getting a still stronger case one manufacturer appealed to the Dominion Analyst, Dr. McGill, who reported regarding the matter in brief as follows:

It is of the utmost importance to keep baking powder dry, not only while it is on the shelves of the grocer but also during use in the household. For these reasons a container is necessary which is impervious to moisture, and for the second reason it is necessary that the container should be easily closed effectively after being opened. Either tin or glass containers fill these requirements, and I do not know of any other form of container suitable for the purpose.

It might be possible to use a pasteboard package provided that the pasteboard has been treated with paraffin or a varnish impervious to moisture and at the same time harmless in contact with food. A can made of aluminum would be suitable, but I suppose would cost more than tin. Paraffin paper might be used successfully up to the time of delivery to the consumer, but once the package was opened it could not easily be closed again.

Cases made of wood similar to those employed as mailing tubes might answer the purpose, provided that they were coated with paraffin or with varnish. Everything considered, I think it likely that tin is the most practicable container for baking powder.

Yours truly,
(Signed) A. McGill,
Chief Analyst.

That letter would seem to be a thorough justification of the contention that the substitute container or even the half

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Drastic Decision in Extract Selling Case

Conviction Imposed at Owen Sound, Ont., Under the Ontario Temperance Act, Sets a Dangerous Precedent That Would Make Selling of Flavoring Extracts Impossible

A LEGAL decision with far reaching effects was given during the past week in Owen Sound, Ont. This decision if permitted to go unchallenged would set a disastrous precedent as far as the grocery trade is concerned.

Lloyd Bros. of Owen Sound, Ont., are the firm who have suffered by this very unprecedented ruling of the local magistrate.

It appears that a stranger came to the store and Mr. Lloyd waited upon him. He asked for a bottle of lemon extract. When the bottle was produced he enquired if it could be bought cheaper by the dozen, and Mr. Lloyd made a slight cut for that quantity. There was no suspicion in the mind of the seller that there was any intention of using the extract for other than its legitimate purpose and there was no evidence that there was any reason for such a suspicion.

It appears, however, that the purchaser went to a local hotel, and with the lemon extract as a basis concocted a beverage that was beyond the recognized alcoholic content allowed by the Ontario Temperance Act. When this matter was brought to the attention of the authorities the seller was summoned to court charged with a breach of the Act, and fined $200.

That may have appeared to the presiding magistrate to be a perfectly just judgment, but if it is the grocers of the province of Ontario are certainly standing in slippery places.

CANADIAN GROCER maintains that the judgment was not justifiable. There is nothing in the act to forbid the sale of flavoring extracts, and there is no infringement of the act, where such products are properly used.

There is a measure to be presented at the coming session of the Ontario legislature governing the sale of extracts, to preclude any such use being made of them as that referred to above. Certainly the framers of this legislation are wasting their energies if the selling of extracts is already illegal under that act.

It is understood that the Retail Merchants' Association will take immediate and energetic action to have this decision quashed.

A TRAVELLED EGG

Miss Irene Meddough, who is employed in the J. E. Richard Store, Dundalk, Ont., watching some eggs being crated last spring, as a joke wrote her name and address on an egg. The other day she received a letter dated Scotland, November 13th, announcing the safe arrival of the egg.

Housecleaning Lines Reach Record

Ammonia Powders, Cleaning Powders and Soaps Reach High Figures — These Conditions the Result of Enormous Advances in Raw Product Markets —No Likelihood of Decline for Some Time to Come

THE housekeeper has been aghast of late at the steadily mounting price of the usual household cleaners. From time immemorial they have been bidding for public favor at almost absurdly low prices. Those days are now over, and the merchant must be in a position to convince the customer of the right and justice of these increased prices. Moreover, it is a situation that has to be faced squarely, for these prices have come to stay for a considerable time at least.

The Rise in Soap Prices

Soap is dependent on supplies of tallows, fats and greases, products that the war has made imperative necessities, while at the same time limiting the supply. Caustic soda, another important ingredient, is one of the scarcest of commodities. The demand has been enormous and the supply is limited, and stocks that prior to the war were selling at 5½c a pound have advanced to 10c and 12c. Chlorine gas, with its many war uses, is one of the things that is making the caustic scarce, because the manufacture of chlorine gas precludes the manufacture of caustic soda.

Ammonia Becoming Scarcer Daily

But soap is not the only commodity that has been influenced by the ever-advancing costs of materials. Ammonia is another product that has advanced enormously in price. The varying forms of this product are being materially affected by present-day conditions. Among them the ammonia sulphate, which is one of the principal ingredients of all ammonia powders, has been extremely active. For instance, in August, 1914, sulphate of ammonia was quoted freely at $2.60 a hundred. It is at present around $7.50 a hundred. Even at this enormous advance it is not readily obtainable; supplies have been almost unobtainable at times, and there have been a series of embargoes imposed on the shipment of the product from the United States. Added to this the railway congestion has made the manufacturer's position anything but satisfactory. Many times during the past two years, stated one manufacturer, the situation had been such that they could have closed their doors and sold what raw materials they had on hand, and have made a substantial profit by thus doing nothing.

Cleaning Powders the Worst Sufferers.

In the lines of cleaning powders, too, there is the same situation. The basis of these powders is soda ash. The average price of this product in August, 1914, was 5¾c a hundred pounds. To-day it is quoted around $9.75. Even the most casual thought will indicate what this means to the price of these cleaning powders. In 1914 this raw material was an almost negligible item in the cost of manufacture of these products. Now it is the all-important item. And when there is added to this the increased costs of cartons, labels, tins, labor, and the other incidentals, it is readily seen why advances have been absolutely imperative in these lines.

Only the American Market Available

In all these products the Canadian buyer has been practically restricted to the American market. England was one of the large producers of these chemicals prior to the war, and still is, but it is impossible to get supplies from that source. They, of course, rate as a low grade of freight, and as such steamship companies, with scant space available and an enormous demand for space, are unquestionably going to give the preference to first-class freight with its better prices. Therefore, this continent has been restricted to the American market that is not too well supplied, and the prices are the natural results of this condition.

German Production the Stabilizing Influence Prior to the War

What are the prospects? The general opinion is that this is a more or less lasting condition, at least for some years to come. The influence that tended to hold these prices down prior to the war was the enormous German production of soda ash especially and of all the other commodities. This was a cheap labor product, and was flooded on the English market, driving down the prices there, and on the South American market. These conditions naturally had a sympathetic effect on the American market, with resulting low prices.

Those conditions are now changed. Germany is, of course, off the market. Even at the close of war there is little expectation that there will be more than a possible temporary weakness. Germany is not in a position to again deluge the world markets with these commodities, and will not be for years to come. There will be immense deficits to be made up in Germany itself and its neighbor countries; there will be

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Vacuum Cleaner Draws Trade

J. F. Holloway, Lindsay, Ont., Has Novel Means of Attracting Business in Housecleaning Lines

J. F. HOLLOWAY, grocer, of Lindsay, Ont., employs a novel method of drawing trade in Spring housecleaning lines. In addition to dressing windows with seasonable goods and advertising all such lines as soaps, ammonia powders, washing compounds, metal polishes, stove polishes, stove enamels, brooms, brushes, shoe polishes, etc., Mr. Holloway has successfully developed business in past seasons by renting an electric vacuum cleaner free for one day with each purchase of $5 worth of housecleaning articles.

This plan, according to Mr. Holloway, does not force upon the purchaser a superfluous amount of goods, especially during present conditions with prevailing high prices of such articles. The plan, he says, rather concentrates widely-distributed purchases in small quantities into one large purchase of sufficient supplies to last through the housecleaning season. It furthermore facilitates, he states, the purchase and the sale from the standpoints of both customer and dealer respectively, and assures Mr. Holloway getting the whole season's business in such lines from his customers. He adds that it avoids the possibility of small individual purchases going to other stores at various times during the season.

Mr. Holloway finds that ordinarily the first purchases of $5 worth of housecleaning goods are made about the middle of March in the Spring, and during September in the Fall. He states that the cleaner is out every day in the week during these seasons, and is oftentimes ordered weeks in advance. The offer is also extended to purchasers of $5 worth of all supplies excluding sugar and flour. In this way the offer applies to all seasons, and Mr. Holloway states that his vacuum cleaner is out periodically throughout the year. The machine is delivered and called for by one of the wagons of the Holloway store.

The rental of such a cleaner costs $1 per day in ordinary circumstances. The customer purchasing $5 worth of supplies and thereby securing the free rental of the machine for a day is making 20 per cent on the money expended. The fact that $1 can be saved on a $5 purchase is advertised in the daily papers.

Mr. Holloway figures the initial cost of the cleaner at $40. Depreciation at 20 per cent. is $8 per year. Interest on money involved is approximately $2 per year. He figures that the benefits accruing from the practice of renting the cleaner to draw business, and incidentally to advertise the store, costs the modest sum of $10 per year.

The Retailer's Right to a Fair Profit

The Fair Profit Question Considered by Many Merchants and From Many Angles—Is the Bridging of Profits Legitimate?—Some Interesting Contentions

IN the Jan. 25 issue of CANADIAN GROCER under the caption, "The Question of a Fair Profit," there was instanced the case of a Windsor, Ontario, merchant, who was challenged by the Food Controller for selling margarine at 40 cents a pound. In reply this merchant stated that his cost of doing business was 18 per cent., and that this price showed him a gross profit of 18½ per cent. only. He also instanced many lines of goods where it was impossible for him to make anything like his cost charges. These two letters seemed to be of such moment, that we sent out an enquiry to a number of merchants as to their opinions on the justice of this merchant's contentions.

Among the questions asked were these:

"Do you think Mr. Nairn's answer to the Food Controller was a sufficient justification?"

"Do you believe that, even in times such as these you have a right to charge such figures for your goods as will assure a fair profit?"

"Do you believe that it is right to make some goods pay an extra profit in order that the small profit on sugar, butter, eggs, etc., might be made up?"

"If you do not think this is right, how would you get over the difficulty?"

The replies to these various questions, as received from merchants in different parts of the country, are as follows:

A. M. Gates, Kemptville, N. S., states his emphatic belief in the right of the merchant to make a fair profit over and above his costs of doing business.

"Unless," he continues, "grocers as well as all others are allowed to make a living profit, they must go out of business. In some cases this would be a calamity, in others a blessing."

Farmers' Co-operative Stores, Limited, Pugwash, N.S., content themselves with merely giving an affirmative answer to the questions.

C. R. Bankes, Torbrook Mines, N.S., admits that while it may not be strictly right for some articles to be taxed to make up a loss on others, that under present conditions it seems necessary. These conditions, he believes, might be changed by better organization in the grocery trade.

W. V. Spurr, Torbrook Mines, N.S., is of opinion that a man is justified in getting a fair profit on the business done irrespective of on what lines it is obtained.

Cockell Bros., Whitney Pier, N.S., write:

"We certainly do think that, even in times like the present, we have a perfect right to charge a fair profit on the lines of goods we sell to the public.

"We think it would be better if an equitable margin of profit on all lines of goods could be agreed upon by retailers instead of starving certain lines and trying to make it up on others.

"As far as we have been able to see, our large manufacturing concerns have all been enabled to earn not only a fair profit in these strenuous times, but, in some cases, an abnormal profit. On the other hand there are very few retailers of groceries growing rich out of war conditions, and I see no reason why they should be singled out for the Food Controller's displeasure."

McMurray and Hall, Lennoxville, Que., believe that a reasonable profit is justifiable, and that it is quite right and proper to figure an extra profit on certain lines to cover a loss on others. They state that they are accustomed to figure this extra profit on general lines as well as on groceries.

M. Hastey, Kazubazua, Que., believes that a merchant is entitled to a reasonable profit on goods at any time, and certainly more than ever so on perishable goods. He does not, however, believe in the justice of bridging the profits by making one article pay tax for another. For instance, he contends that the refiners should set a price on sugar, and that it should be retailed everywhere at a standard price on which a profit should be assured.

A. W. Mullan, Hudson Heights, Que., states that as the retailer, like everyone else, is a consumer and is faced with the high cost of living, there is no reason why he should not be permitted to make a fair profit on his goods. In the matter of compensating for losses on one line of goods with increased profits on another, he stated that he did not consider it a fair practice, but that there appeared no way out at the present.

Geo. Brouillet, Montreal, Que.—"We have a right, and have to take even a higher margin than formerly on our goods, because of the fact that these goods entail an investment double that of pre-war years.

"I consider," he continues, "that the retail merchant is not the man to blame for the present state of the price of food. Wholesalers and manufacturers are really the parties who are responsible. Today there is hardly a chance for the small retailer to make a living."

M. E. Thomas, Foster, Que., believes that the retailer has a right to a fair profit, but he is just as sure that the retailer in these times is unable to get it. The question of a right to make a profit on one line cover a loss on another depends, he thinks, upon what proportion these articles bear to the total sales.

"Every merchant," he contends, "must consider that deadly law of average, average sales, average cost, to do business. If some goods are sold below average cost to sell he must regain on some other article or ultimately go out of business. Fixed prices in purchasing and selling, to my mind, place a premium on lack of brains and business capacity, placing every firm in business in the position of a clerk or 'hired man' for the manufacturer or wholesaler."

Robert R. Magoon, Vale Perkins, Que., has only one fault to find with Mr Nairn's letter to the Food Controller That is, that the letter was too mild. He can see no reason why the retailer should not demand a fair profit.

John Hill, Peterborough, Ont., is convinced of the justice of getting a good living profit. He protests that the merchant does not profiteer, and notes his own case:

"I know as far as food is concerned," he states. "I handle a lot of potatoes

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A MANUFACTURERS' AGENT'S OPINION

In regard to the question of a fair profit, J. Hunter White, a manufacturer's agent, St. John, N.B., writes in a very convincing manner. "I believe," he says, "that it would be better if every line in one's business should pay its fair proportion of expense. Unless the government is prepared to take over distribution it must allow the distributor a living profit, and in connection with a living profit some allowance must be made for bad debts, wastage, and deterioration in stocks, and the fact that at times, owing to the market, goods must be sold at a loss; as the government would not reimburse the dealer, he must see to it that this is included in his profit.

"I believe some restriction should be placed on the manufacturer and the farmer as well as on the retail grocer and middle man. I understand that the government in setting a price on coal, for instance, has aggravated the situation in the States by cutting out small producers, and that many dealers will not handle coal on the profit suggested. Everyone in business must make a profit, and great care should be taken if there is to be any interference on the part of the government. I believe they should have some oversight so as to prevent an evident hardship. I think the government's action comes in chiefly in the matter of taxing excess profits. Conditions are only made worse if a fair return is not allowed on capital, labor and brains."

Pros and Cons of Premium Question

Many Merchants Discuss the Question and Voice a Majority Opinion Against the Practice—A Minority Voice Upholds the Case for the Premium—A Western Manufacturer Makes a Telling Case for the Practice

THERE is a good deal of diversity of opinion on the question of value of the premium method of selling. CANADIAN GROCER was anxious to get an idea of how the merchants were feeling toward the recent order forbidding the use of premiums in packages of cereals, and as to whether the discontinuance had resulted in any falling off in business to those firms who had adopted that system. The numerous replies received make it fairly evident that the merchants as a general thing have not been wedded to the premium idea, and are quite content to see it discontinued. The result of this investigation is reported herewith.

T. F. Fortune and Sons, Sydney, N.S.—"We think that the doing away with the premiums in packages is a good move, and do not believe that it will affect the sale of goods formerly associated with premiums nor do we believe that the system of giving premiums has ever been effective. People are now buying goods on their merits."

J. Dewar and Son, St. George, N. B.—"I believe that premiums interest many people and that the curtailment will affect business to a certain extent, and the sale without premiums will be less to the common people, for they are the ones that are attracted by premium offers. Those who can least afford it are the ones who buy the packages for the sake of premiums."

James F. McGuire, Lower Southampton, N.B.—"We believe that premiums have helped to sell goods, but we think that the prohibition of such devices is a good move, and one that will not seriously affect lines that have been associated with the premium line in the past. When premiums are removed the goods will sell on their merits alone."

C. M. Pye, Hopewell Cape, N.B.—"I do not think that the premium idea has been a business getter to any appreciable extent, and therefore I feel that the prohibition is a wise move. I don't think that the former premium lines will be affected. My customers scarcely ever mention the premium, and the large majority of them do not keep them."

Charles Asoyuf, Eel River Bridge, N.B.—"I think this change is a wise move, and do not expect that it will have any effect on sales. In country places where people need goods they do not look for premiums."

D. B. Ritchie, St. Chrysostome, Que.—"I think the elimination of premiums in packages of cereals is a wise move. I do not think that the doing away with premiums will influence the sale of the goods formerly associated with the premium idea, when no premiums are given at all. Customers knowing no premiums are given with any will likely continue buying the same brand provided the quality of goods has not deteriorated."

L. Raymond, Hull, Que., favors the elimination of premiums in cereal packages, and expresses the opinion that it will have no effect on the sale of these lines that have been accustomed to give premiums.

W. Paul & Co., Duncan Station, Que.—"In our estimation this move is wise because people will use more of the bulk goods (especially rolled oats), and the latter (bulk goods) can be sold at a cheaper figure. The consumer will benefit thereby and the dealer's profit will be about the same.

"Doing away with premiums may cause a decrease in the sale of these premium lines, but we think this decrease was bound to come anyway as the people had come to the conclusion that they had to pay for those premiums and that they were not thrown into the bargain

"There is no doubt but that this offer of premiums has been a great factor in increasing the sale and particularly when this system was inaugurated.

"We believe that in most cases goods should be sold on their own merits and while we are on this subject we may say that we used to give premiums or

A MANUFACTURER CHAMPIONS PREMIUMS

W. A. Jameson, manager of the W. A. Jameson Coffee Company of Victoria, B.C., makes a strong and consistent case for the premium in the letter to CANADIAN GROCER which follows:

Editor CANADIAN GROCER,

"Dear Sir,—We are coffee roasters, baking powder and extract manufacturers and packers of package tea. We use all forms of advertising and say unhesitatingly that we find the coupon system the best for our line of products. In fact you will find, upon careful inquiry, that almost every manufacturer putting out the same line of products is using, most successfully, the coupon-premium idea in some form or other; whether to merchant, clerk or consumer.

We claim, most emphatically, that it IS advertising; for instance, most manufacturers at the beginning of their fiscal year decide to expend a certain sum on advertising and if they set aside a part of this to be used in premiums or rewards it is still charged to the advertising account and justly so. Mr. John C. Kirkwood itemizes it so in paragraph 9, page 22 of the 14th December, 1917, issue of the CANADIAN GROCER.

And do not all moneys spent on advertising, of whatever nature, add to the cost of the goods? Take $1,000 out of the cash till to be spent on advertising; the entries are as follows: Credit cash and charge advertising. But what allocation is made of the advertising account? Advertising is as necessary an expense or factor to be counted upon in the selling of goods as is labor in the production of them.

Premium or recompense advertising is good advertising. All the rules that apply to the so-called legitimate advertising apply to premium advertising. The quality of the goods advertised must back up the advertising or all is wasted. The quality of the premium used must be of the best and they must be useful. "You can fool all of the people some of the time, but not all the people all the time." The coupon reaches the small purchaser as well as the large. The keying of advertising through the premium method is by far the surest and easiest. It gives you an excellent mailing list. It enables the manufacturer to show that he values the good-will and continued patronage of the people who use his goods.

Premium advertising reaches many people that other forms do not. Take for instance our great foreign population in the Northwest; of what use would a full-page advertisement, of the best space in *MacLean's* be to these people, although sent broadcast among them. But put a silver spoon into the package and they get you and you get repeats.

Some forms of advertising are good in one locality, some in another; the premium form in all.

Premium advertising is co-operative advertising. Premium or recompense advertising is the only form of advertising out of which the consumer, directly, gets anything or shares in the profits. "It is not something for nothing but something in the place of nothing."

Recompense is a form of advertising that will, in many cases, bring results by itself, but if used in conjunction with newspapers, magazines, posters, demonstrating or other forms of publicity, will accomplish its end quicker than if unaided."

coupons ourselves for a long time; we gave it up and we are mighty glad of it too."

Hart and Ellis, Meaford, Ont.—"In some instances the premium goods might suffer by the discontinuance, but the quality of some goods is such that the sales might suffer were it not for the premiums. In our opinion it is much better for goods to sell on their own merits."

R. S. Godfrey, Meaford, Ont.—"I have not much faith in premiums. I sell more bulk goods, and believe that quality is the greatest argument."

Roche and Co., Sturgeon Falls, Ont.—"Premiums are only satisfactory in my opinion when given by the retailer. I do not think the premium enclosed in the package is of any value. Most people throw it away."

G. B. Barnes, Collingwood, Ont.—"There are many people who buy premium goods, and never use the premiums, therefore they do not get value for their money. Premiums seem to me to be a bait to catch people. I would rather win them."

W. M. Webster, Uxbridge, Ont.—"I do not think there will be any prejudice against premium lines provided that they put in food in lieu of the value of premium or coupon kept out. This is an age of specialists. Let the food specialist specialize on his line, and the china, silverware, etc., men stick to their 'lasts.'"

International Co-operative Company, Steelton, Ont.—"We are in favor of the prohibition against premiums in cereal packages because the purchaser pays for the article more than it is worth."

J. E. Wilson, Steelton, Ont.—"The premium system is no good."

Young and Brown, Ridgeway, Ont.—"Premiums certainly have a selling force, for some people will buy goods 'just as good' for the premiums. It is my opinion, however, that all goods should sell on their merits."

T. J. R. Jackson, Bethany, Ont.—"In my opinion it would be better to give better weight and leave the premiums out of the packages."

F. Millman, Woodstock, Ont.—"All premiums and trading stamps are a detriment to the public as the public do not get the goods they are paying for, but some paltry article which they could do without. It would be better for everybody if all goods were sold on their merits."

E. B. Reist, Preston, Ont.—"I have always been opposed to premiums. The customers that get one or two premiums are apt to keep buying that article for some time, no matter what the price. Some people do not seem to know that they are paying for the premiums."

Stanley Fetterly, Hallville, Ont.—"I have never sold the package cereals that adopted premiums."

T. A. Haddy, Bowmanville, Ont.—"At the outset there might be a falling off in goods that formerly adopted premiums because people object to being forced to discontinue what they have been used to buying, but in the end their common sense will lead them to see their advantage in so doing. I think it is a wise measure."

Dan Reed, Mount Hope, Ont.—"Some people buy for premiums, but some want food and won't pay for cheap crockery. Good reliable commodities do not need that kind of advertising."

W. R. Trenaman, Embro, Ont.—"There are always some people looking for something for nothing. I think, however, that they have to pay for their premiums, and I think that the practice should be discontinued."

J. S. M. Munroe, Monkland Station, Ont.—I don't think that premiums offer an inducement to many people. Now is the time I think to confine ourselves to real values, and for that reason I think that the elimination of premiums is a wise move."

W. H. Fricker, Millgrove, Ont.—"In my opinion premiums do increase sales and therefore I do not think that premiums should be offered with goods that the Food Controller wish to conserve."

Walter Evans, Port Dover, Ont.—"In my opinion premiums are no good. The quality should be there without premiums."

Crawford's Grocery, Kingston, Ont.—"I do not think that the discontinuance of premiums will have any effect on sales because the demand for a favorite brand has been created through the premium, and it would be hard to change the customer to another brand. I think the system does increase the demand for certain lines, but I think that it could be eliminated without any great loss."

W. J. Mellen, Brantford, Ont.—"My opinion is that better food value can be given by dispensing with premiums. Anything in the way of a premium has to be paid for anyway, and many people are getting things that they do not want."

E. Tuffy, Cobden, Ont.—"I think it is better for the customer to get the value in the article he requires than in some article he could do without, and would not think of buying."

G. H. Richardson, Hamilton, Ont.—"I have not experienced a large demand for premium goods, and I believe that they should all be sold on their merit. It is better to make quality count."

F. Walker, Norwich, Ont.—"When we want a thing we buy it. We do not like to have to take something else also that we do not want. We think this the commonsense idea re premiums."

W. Dunn, Islington, Ont. "We believe the elimination of premiums in cereal packages is a good thing, for all sane thinking people know that they pay a high price for all so-called premiums."

G. Pringle and Son, Westwood, Ont.—"We have never found the premium to be a business getter and are satisfied to see it go."

Grille Company, New Liskeard, Ont.—"We think it is a wise thing to discontinue premiums, for then it will be possible to give larger quantity, and quantity and quality are what the people are looking for."

Charles Reckin, Cobalt, Ont.—"Lines of cereals to-day are pretty much sold on their quality, which is as it should be in these trying times."

J. D. Taylor, Sudbury, Ont.—"The premium is a vicious system. If premiums are discontinued goods will be absolutely on their merits, and all the value should be in the package."

Henry Kayala, Fort William, Ont.—"The purchaser knows, or should know, that they have to pay for the value of the premiums, oftentimes more than the value."

Some Western Opinions

M. O. Nobles, Regina, Sask.—"A very small percentage of consumers have ever taken any interest in the idea. The doing away with premiums will possibly reduce the price in time through reduction of costs."

Magrath Trading Company, Magrath, Alta.—"People should buy the goods for the goods, not for the premiums. However, first class goods often have been sold by the premium method."

Some Words in Defence of the Premium System

John C. Donigan, Magog, Que.—"I believe that the premium has been effective in increasing sales. Our experience has been that in the lines adopting premiums there has been a practically similar quality, and the best premium has been the deciding factor. However, if the food content could be increased thereby I would be in favor of cutting out the premiums."

H. H. Guay Ltd., Victoriaville, Que.—"We believe that the premium system has some merits; plenty of people buy cereals for the premiums, and they are most certainly an element in making sales."

Alf. Anticknap, MacLennan, Ont.—"Our experience has been that premium goods sell quicker, and we believe that the stopping of this system will have its effect on the sale of these goods. It is easier to sell bulk goods against the package not featuring premiums than against the premium package."

C. A. Elsey, Campbellville, Ont.—"I think that the premium is a help in making sales. Moreover the people get good value in these premiums as they are bought in such large quantities that it is possible to give good value."

George McNeil, Haileybury, Ont.—"I do not think that the curtailment of premiums is a good idea. Customers will often ask, 'Is there any premium in that package?' I think that the premium is a most effective selling method and that sales in some lines will fall off when it is discontinued."

J. E. Vancise, Collingwood, Ont.—"In my opinion premiums do increase sales, and the discontinuance will be detrimental because customers have become accustomed to them."

R. Robertson, Shanty Bay, Ont.—"I think that the premium certainly is a selling force, and very often if a customer wants spoons or dishes they will buy a line of goods that they know is offering such a premium, but I think that the goods themselves should be as good an advertisement as any premium."

THE RETAILER'S RIGHT TO A FAIR PROFIT

(Continued from page 24.)

by the car, and as yet I never held stock for bigger profits as I always try and sell at the prevailing market price, and have not refused to sell any customer when I had them. The same applies to butter and eggs as I handle a big lot of these. I put in storage when plentiful, and when I get short of fresh goods I draw from storage, therefore I don't think that I am profiteering as some say we do."

A. M. Smith and Son, Woodstock, Ont., states that undoubtedly a retailer is entitled to charge such figures for his goods as will assure a fair profit. He sees no wrongdoing either in making one line of goods pay for the failure of others make a living profit.

Ed. A. Kellaway, Belleville, Ont., states emphatically that a reasonable profit is justified. "We have to live as well as our customers," he states, "they get more wages than formerly, but our profits are smaller than ever."

Hooey and Son, Coburg, Ont., deal very interestingly with the subject:

"We think that it is an axiom that a man should be entitled to a fair profit in whatever business he is in. In fact we do not think that any one will question it. It is a fact that the grocer to-day is handling a very large proportion of his goods at less than the cost of distribution. Our gross profit to-day is on sugar, 13 per cent.; flour, 11 per cent.; bacon, 12½ per cent.; butter, 10 per cent.; eggs, 8 1-3 per cent.; margarine, 13 per cent.; lard. 16½ per cent.; whilst our overhead is 20 per cent.

"So that in order to come out successfully one must make up the deficiency on other goods handled and that is getting more and more difficult. It is all very well to put an extra load on the other horse, but the other horse it must be remembered has its limit. We do not know to-day of any grocers who are charging more than a fair profit, and if there ever were any they are now like the great auk and the dodo.

"We remember some years ago one of our customers came in with a friend. He was very fond of a joke. He priced a number of articles and said: 'Your goods are all right, but you charge too much,' and turning to his friend (who was the president of the cotton exchange in their city), he said, 'is that not so?' 'No. Colonel, said his friend, it is not and I may say that I never knew a grocer who charged enough, and I know whereof I speak, as I was at one time in the grocery business myself.'"

H. Parker, Oak River, Man., believes that the retailer is quite entitled to a fair profit. He sees no reason why one line of goods should not make up a deficit in another. though he believes that it would be better to make them all pay their fair share.

Wheatlands Mercantile Company, Mortlach, Sask., suggest some drastic legislation to overcome the difficulty:

"We think the whole system is wrong. Manufacturers should be licensed, and the number in each line limited so that their mills would run to full and economical capacity. The makers' price of all lines should be set to the distributor (i.e., retailer), and the retailer (distributor), licensed and the number in each district limited and the price to the consumer set. Then every line would reach the consumer at the lowest possible price and a great deal of labor be released for other productive work."

A. Longhurst, Mountain Park, Alta., believes in the merchants' right to a reasonable profit. He has his solution of the difficulties, too, that are incident upon food control legislation.

"Appoint such men," he says, "as F. M. Black, already a member of the Commission Board, and W. Pitfield, of Edmonton, who are in daily contact with such difficulties."

FOOD REGULATIONS MAY COME ANY DAY

The proposed order-in-council making the licensing of all manufacturers and wholesalers compulsory, which has been under consideration for some time, is likely to be promulgated at any time now. The matter has been under constant consideration for some time past, and by degrees the difficulties have been overcome.

P. B. Tustin, whom it was supposed would be in charge of the administration of this measure once it was passed, has been delegated to the important task of looking after the procuring and distribution of the supplies of tinned plate for Canada. This will prevent his taking as active a part in this matter as was at first expected. It is understood that H. Amphlett, of the Food Control Department, will be entrusted with the duties of administering this order.

SERIOUS LOSS OF NEWFOUNDLAND FISH

Heavy losses are reported to be piling up for the owners of fifteen Newfoundland sailing vessels and cargoes which have been detained for some time at Gibraltar. These vessels, carrying about one-tenth of the colony's annual catch of codfish, valued at more than $2,000,000, and consigned to Italian and Greek ports, left Newfoundland at different times from two to three months ago. The ships have been stopped at Gibraltar, according to the policy of the British Admiralty in discouraging the sending of sailing craft into the Mediterranean. Enormous insurance rates for such vessels, due to the submarine menace, have also proved a bar. The fish is said to be spoiling in the holds of the vessels.

TIME EXTENDED FOR DISPOSAL OF FLOUR

Word has been received in London, Ont., that the Food Controller has extended the regulation with regard to bakers and war flour to March 15. The original date was March 1. Bakers and dealers now have until March 15 in which to dispose of their stocks of high patent or white flour. After that date all such flour, save, of course, in small lots, will be taken possession of by Government agents at a fair price and sent overseas to be mixed with the coarser grades for consumption. By small lots is meant in the neighborhood of five bags.

A Circular to Probable Customers

A Merchant Propounds the Question as to How He May Best Notify the Trade of an Intention to Enlarge His Business—J. C. Kirkwood Suggests Form of an Announcement

DURING the past week CANADIAN GROCER received an enquiry from a Manitoba merchant who has been dealing in teas and coffees only for a number of years, and who desires to branch out into a full grocery line, operated on a cash and carry basis. He is anxious to circularise the vicinity, and appeals to CANADIAN GROCER to outline a circular for him. The matter was submitted to J. C. Kirkwood, an advertising expert associated with the MacLean Publishing Company, who is familiar to CANADIAN GROCER readers through many illuminating and instructive articles that have appeared in these pages. We reproduce herewith the copy submitted by Mr. Kirkwood which may be of interest also to other dealers, who may find in it some suggestions that will be of use to them:

I Mean to Add Groceries

My friends—that is, my customers—have suggested to me many, many times that they would like me to extend my service; in other words to sell groceries. I have resisted the idea of adding other lines to tea and coffee, but the time has come when I feel that I may add general groceries with advantage to my customers and myself.

In selling groceries, I shall make it my chief aim to give service, believing that this is what my customers have mainly desired. And service consists in part in providing you with goods of dependable character and quality at fair prices. I shall not pose as a price-cutter or a bargain-giver. I am taking up groceries from other and better motives. I am adopting a strictly cash system, believing that only so can I best serve my customers and myself. Some of the lines to which I call special attention are:

. . . . . .

I solicit the public's custom, on the basis of service and of value given, and I trust to widen and deepen the favor that you have shown me in the past days.

A. Blank
Teas, Coffees, and General Groceries
100 Main Street

Lauds "Cash and Carry" System

H. C. Marlatt, Simcoe, Ont., is Enthusiastic Over New Plan of Merchandising — In Grocery Business for Many Years—Trebles Annual Stock Turnover Under New Plan—Prices Reduced All Through

H. C. MARLATT, grocer of Simcoe, Ont., is an enthusiastic exponent of the advantages of the "cash and carry" system of selling merchandise in the modern grocery store.

Mr. Marlatt has been engaged in the grocery business in Simcoe for some years, but it was not until December 11 last, that he decided to try his hand at the cash and carry system of doing business. A little over one month has passed, and the verdict of Mr. Marlatt and his wife, who assists him in the business, is that it has been a huge success.

"I would want one hundred cents on the dollar and $1,000 of a bonus to get out," said Mr. Marlatt recently to CANADIAN GROCER. Mr. Marlatt says he has had the "bug" to go to Vancouver for a number of years. He framed this opinion when he was doing business under the old system. Now he would not give five cents for a railroad ticket to the Pacific coast city.

Treble Stock Turnover

Under the old business methods of credit and deliveries Mr. Marlatt states that he turned his stock twelve times. From present indications he expects to treble this turnover under the cash and carry system. Mr. Marlatt states that it was necessary for him to increase his stock from $2,000 to $3,000 in order to prevent running out of certain lines under the new system.

The inspiration to conduct a cash and carry business came to Mr. Marlatt as the result of a patriotic movement adopted in the town. He saw the advantage to be gained by eliminating credit and deliveries. He saw that needless expense could be saved to townspeople. He took a chance on their falling into line with the spirit of the movement, and the results have justified his most sanguine expectations.

Lost Eight—Gained Hundred Customers

Mr. Marlatt counted on losing about sixty customers when he made the change. Instead he finds that he has lost only eight and has gained about one hundred new customers. The majority of the new customers are farmers from the surrounding communities. This class as a rule carry home their own merchandise in any case, and therefore could be expected to be the first to take advantage of better prices.

Though he has been able to materially reduce his retail prices owing to a substantial cut in the cost of doing business, Mr. Marlatt states that he has never sold any goods without a profit. At no time has he cut prices to cost in order to attract trade. Mr. Marlatt states that the reduction of expenses has been substantial enough to warrant a cut in retail prices which attracts trade and leaves him a good profit.

No advertising was done by Mr. Marlatt in connection with the change of his method of doing business.

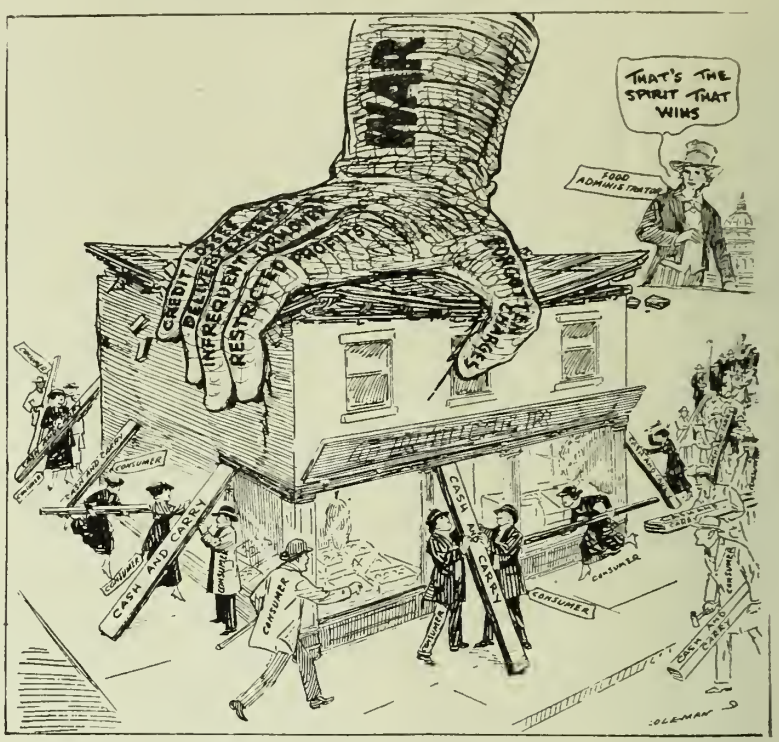
Women's Tongues Best Advertising Medium

"A woman's tongue is the best advertising medium we could have," remarked Mr. Marlatt in this connection. He states that it does not take long for the information to spread over town when any merchant finds he is able to give better prices than his competitors. Mr. Marlatt says that new customers appeared in the store almost simultaneously with the change in his business.

Mr. Marlatt and his wife conduct the business conjointly, and when the new system was first adopted the step aroused considerable discussion in the town.

"Cash and Carry for Florence and Harry" was a popular term applied to the store in the early stages. Obviously Mrs. Marlatt's christian name fitted in admirably. The term represents effectively the exact situation, for Mrs. Marlatt is as industrious as her husband in the administration of the business.

STRENGTHENING HIS FOUNDATION



—Interstate Grocer, St. Louis.
One view of the Cash and Carry Movement.

Price Stickers Eliminate Needless Interruption

Price stickers are lavishly used throughout the Marlatt store. In most cases the stickers are attached to one article in a display. The shelves are arranged so that a section is devoted to each class of article. In some cases the price stickers are attached to the shelf under a display of a particular line. The principle is that a customer can tell the price of any article on the shelves without asking. Mr. Marlatt is of the opinion that this plan makes for increased efficiency by eliminating much needless interruption from customers. It saves time for both dealer and customer, according to Mr. Marlatt.

Potatoes and Flour Carried Without Complaint

Some difficulty was expected at first in regard to certain classes of merchandise. It was thought that some objection might be made to carrying home certain weighty and bulky articles. Mr. Marlatt says that from the first no such trouble has been experienced.

"Everybody up to the judge's wife carries all their parcels, even including potatoes and flour," says Mr. Marlatt, "and they are glad to get them at the prices."

(Continued on page 44.)

Retailer's Side of the Food Question

The Grocer Protests That He Should Not be the Butt of all the High Cost of Living Criticism—The Consumer is Very Often to Blame—A Retail Grocer Makes a Forceful Case for the Trade

By Arthur G. Johnson, Ottawa, Ont.

A GREAT deal has been written lately in the newspapers about the grocer and his enormous profits; selling articles which have been misleading as to the quantity and quality of the different articles of foods which he daily hands over his counter to the buying public, so much so that in many cases he has been called an extortionist—imagine the essential retailer being termed that. I say essential because he is the go-between from the producer to the consumer, and as long as there is a world there have to be retailers.

The grocer buys only such articles as he expects to sell; in other words, foods that are asked for. Should one housewife demand a certain brand of goods, and quite willing to pay more for that article than the same goods in the unprepared form—why blame the grocer? If it costs her the difference in her gas bill then where is the saving?

The other day in the *Journal* newspaper, Ottawa, there appeared in big head lines, "More Profit for the Grocer." The article was very misleading, because it lacked the facts. It read that the grocer is charging 96 cents for a twelve pound bag of flour—that is not correct. It should have read 90 cents, but if the milling companies discontinue putting up their flour in twelve pound cotton sacks (and they are talking of it) and the grocer has to bag the same grade of flour in cotton bags, as at present, then the cost would be at least 96 cents. Paper bags, of course, would be cheaper.

Do Not Name Goods

Hon. W. J. Hanna, former food controller, asks housekeepers not to purchase from stores where displays are made of perishable goods. Now, what he meant by this, I am quite sure, was to ask the buyers not to maul over perishable goods. I use that word maul, because it is the only word which conveys my meaning. Imagine, if you can, a lady selecting a head of lettuce. She sees a box full, mauls over a dozen or two of the tender bunches (which cost the dealer 4 cents and he sells for 5 cents a head) in order to get the biggest bunch. At last, oh joy! she selects one with pride, a big one, too, says, "I'll take that one," but oh! what a wreck she has made of the box full—that is where the waste comes in. Again in strawberry or peach time, she must paw them over (paw is a good word) to see if they are all good at the bottom, then changes her mind—she won't buy any to-day. Now these luscious, delicate fruits will spoil in six hours if not preserved at once. Who loses?

Glass Fronts for Butcher

What is more disgusting to the sanitary butcher who does his best to keep things spick and span than to have a lady poke her finger into a juicy joint of beef to see if it is tender? They do it every day: No wonder the modern butcher to-day is installing glass fronts on his counters, which look much better than to have signs "hands off." Then again, why will people bring their dogs to the grocery or the butcher shop. The retailer makes displays to sell goods, not for dogs to destroy. One can't blame the dogs; no—and it's not every dog who is well behaved.

Now a word about what the retailer has to contend with in the delivery of his goods. The delivery system of the retailers to-day has come to be so expensive that it is generally recognized to be a chief reason why many merchants are never able to make their businesses pay. The retailers in many cities and towns have agreed to deliver only once each day to any customer. If a customer asks for a special delivery he pays for it, or else goes for his goods and carries them home. It is so common for a lady to telephone orders in the morning for lunch, then in the afternoon for tea, and perhaps at five-thirty or six she has forgotten something—could the grocer send it to her at once, she was having company for tea.

He Tries to Please

The retailer gets so many requests over the telephone, "could you send an order right away?" To accommodate this lady, he has to drop anything he is doing, no matter how important, get the order ready, have a delivery at the door and race off to the address, though perhaps his regular delivery is going past that person's house in a half hour or so. He endeavors to please her, no matter what it costs in inconvenience and extra help. Does he get any thanks? None. The customer thinks it part of his business.

This habit grows on one, and perhaps the same lady does the same thing next day; if not there are other thoughtless persons who do, and yet one wonders at the increased cost of living. But apart from that, did you ever stop to think how accommodating a grocer really is? You want a loaf of bread, a bottle of milk (the milkman missed you) and, yes, a paper, too. On this sale of twenty-four cents, the goods have cost the grocer twenty-three cents. His delivery, keeping track of the transaction and time, would amount to about eight cents, at least. If it is near six p.m. and the driver is in a hurry (as he always is about that time), and he comes back without an empty bottle, five cents more is added to the eight cents, making a total loss of about thirteen cents to the grocer on that particular sale, as he has to pay for all empty cream and milk bottles not returned.

Pay Up Your Bills

Then again, the retailer has to contend with some of his customers who get their goods wholesale—perhaps they have "friends" in the wholesale business and perhaps they have not—but the fact remains that many of our supposed wholesalers are selling to private people on the side, and when confronted with the charge say they were not aware of the fact. And, lastly, only the retailer knows the heavy burden he is carrying in accounts—so much so, that if he can keep his head above water, that's all he can manage. Yet the average public think the grocer never is in any need for his money. They leave balances on his books for years, and he is invariably the last man to be paid from the pay envelope. If extra coal has to be purchased, boots for the children, rent, life insurance, and a hundred other things to be bought with the money which should pay the grocer's bill, this money goes for these objects, and he has to wait, that's all; but unfortunately these excuses will not be considered at the banks and wholesale houses.

Wake Up Women!

The time has come for women to wake up and be reasonable, put the blame for the high cost of living where it belongs, on the waste of food in the past, and on the fact that so many luxuries have seemingly become necessities. As the boys in the trenches have learned how much they can do without, surely we can show our colors and do likewise.

It is a time when each and all have their part to play in doing their utmost to grasp their individual responsibility in food conservation, thus diminishing the unnecessary increase in the cost of living. Let our problems be, not "How to keep up with the Joneses," but how to conserve food, reduce unnecessary expenditure and make "the Joneses keep down with us."

TORONTO WHOLESALERS APPOINT PERMANENT SECRETARY

Toronto wholesale grocers have formed an active association, and at a meeting held last week they appointed as permanent secretary A. C. Pike, who has been with the Wholesalers' Association in the Maritime Provinces for some years past. Mr. Pike will have his headquarters in the Board of Trade Building, Yonge and Front Streets, and will devote his time to looking after the interests of the Toronto wholesale grocers' trade.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - - Vice-President
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EDITORIAL BRIEFS

THE United States Government has taken over the control of all fertilizer products. They are looking ahead and are providing the insurance for the great crops of the next few years that must be obtained if the world is to be fed.

* * *

"WHAT a panic there would be," says the Dodsland Prairie *Times*, Dodsland, Alta., "if there was no retail store at which the farmer could place his rush order,—yes, or if he had to send his horse to the mail order house to be shod." There is the gist of the anti-mail order argument.

* * *

BRITAIN is cutting down her imports of munitions and raw materials to find space for food. That surely is an indication of how urgently food is needed, and should be an added incentive to everyone to save the foods that are exportable.

* * *

MAJOR J. I. HARTT, of West Simcoe, on Wednesday afternoon introduced a daylight saving bill in the Ontario Legislature. The bill provides for advancing the clock for one hour between April 1 and November 1. There is not much to be gained by any localized regulation of this kind, except an example, and it is possible that this example will be sufficient to induce a Dominion-wide movement.

DAYLIGHT SAVING ON THE WAY

THERE has been a good deal of discussion of late over the advantages of the daylight saving scheme. It has been tried in some places with only moderate success owing to the localized nature of its application. It seems, however, as though in the near future it may be possible to get some uniform action on the matter. The United States Daylight Saving Bill is at present before Congress. It received its first reading without any criticism. The bill has the endorsation of President Wilson, as a useful method of war conservation, and those behind the bill expect that it will go through without comment and will finally be passed toward the end of this week.

One of the difficulties that has always held up any similar action in Canada has been that our great neighbor to the south would not adopt such a change, and that the difference of time between the two countries was a disturbing factor. Now this difficulty is apparently to be removed, and it is hoped that if this measure comes up again in Canada, as it probably will at this session, that it will receive the hearty endorsation of the people, and that action may be taken to make the measure universal over the whole continent.

THE SANCTITY OF AN ORDER

IT IS an unfortunate fact that Canadian business men are not inclined to look upon a definite order as a contract. Men who would under no consideration dishonor a note or break their word of mouth will without any hesitation cancel an order if it appears to their advantage so to do.

Retailers are of course not the only offenders. There is much to be said from the other side of the question as to whether the wholesaler or manufacturer who at the present time accepts an order without being certain that he is going to be able to fill same on agreed upon date is not equally culpable, but it would doubtless raise the standard of our business life if it were clearly understood that an order given or accepted was a binding contract on both parties.

Retailers would become more efficient and careful buyers and wholesalers and manufacturers would feel that they had a more definite basis upon which to work.

It might be worth mentioning here that many travelling salesmen are to blame for many of the cancelled orders. In their eagerness to get business the retailer is urged to place an order, and is told that he is at perfect liberty to cancel same if he finds he can do better elsewhere. We know for a fact that this is often done, but in such instances the retailer should insist upon this stipulation being clearly written upon his copy of the order. This will often save much trouble and unpleasantness.

Current Events in Photograph—No. 9

THE WORLD'S SEARCH FOR FOOD

THE urgent demand of the world for food has been the cause of introducing many new dishes to the menu. Among these are whale steaks, that were recently served at a great New York banquet, and pronounced by the guests to be delicious. The photo shows whalemen on the Atlantic Coast cutting the choice parts from many whale carcases. It is expected that this new source of food may help the poor man to cheaper food, and may be a means of conserving food for the needy in Europe.

Organize Retailers to Aid Conservation.

New Section of Food Control Department is Depending on the Retail Trade For Assistance—Merchants Will be Asked to Aid in Advertising Conservation Measures

OTTAWA, Feb. 27.—A new section has recently been added to the Food Control Department at Ottawa. The department is known as the "Conservation Publicity Section." The idea of this section is to organize the retail merchants throughout Canada, and to secure their co-operation in educating the people in the conservation of foods, the elimination of waste, and the stimulation of garden or home production.

The different provinces have been divided into twenty-five divisions, in each of which a divisional representative has been appointed. They will appoint a local committee, representing all branches of retail merchandising in their city, and also a chairman in each town in their division, who will in turn appoint their local committees to supervise and carry out the work locally.

All retail merchants will be asked to insert educative phrases in their advertisements; make educative food display windows; place leaflets in parcels; give noon-day talks to employees to educate them to pass along to customers information which will help in securing a proper understanding of the actual conditions prevailing; instal demonstration equipments where possible under qualified demonstrators to show the best methods of economical cooking and the use of new food-stuffs, etc.

The department is enthusiastic over the hearty nature of the early responses to this suggestion.

HOUSE-CLEANING LINES REACH RECORD

(Continued from page 23.)

the imperative need for concentrating every energy to the production of fertilizers, in which these commodities form such an important element. There will also not be the same amount of cheap labor available as there was prior to the war. All the producing countries will have heavy burdens to bear, and this will all have its effect.

Those conversant with the situation look for very little change in the situation for some time to come; it may even be years. It is not likely that there will be further advances, barring the unexpected, but also there is little likelihood of any declines.

The housekeeper may as well get familiar with present prices at once, for they are prices that she will perforce come to know well in the future.

AMERICAN STORE VIOLATES FOOD RULES—IN COURT FOR SECOND TIME

New York, Feb. 23.—The firm of Greenhut and Company, owners of one of the largest stores here, were served with summonses to-day to appear before the local Federal Food Administration Board to answer charges of food law violations.

The same firm was summoned before the board last month on the charge of compelling customers to purchase other goods in order to obtain sugar.

The charges were dismissed with a warning not to offend again.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

G. E. Armstrong, general store, French Lake, N.B., is dead.

L. G. Crosby, of the Crosby Molasses Company, St. John, N.B., is in Florida for an extended visit.

Dollar Day was observed by the retail merchants of St. John on Thursday last, with the usual success in moving large quantities of stock.

St. John bakers were given an opportunity to test the new war flour this week, and all reported in very favorable terms on the bread which it produced.

The building occupied by Roy Spence, retail grocer, in Moncton, was destroyed by fire this week and the entire contents lost. Mr. Spence was fully covered by insurance.

Continued storms and severe weather, adding to the congestion on the railways, has increased the difficulty experienced by grocers and other merchants in securing delivery of supplies recently.

The smelt fishing season on the Miramichi, which is closing now, has been one of the poorest in many years, although prices have been the highest known. After the beginning of the season the fish were scarce and there was difficulty in securing cars to ship even the moderate catch which followed.

Quebec

A. L. J. Sevigny has moved from Sault au Recollet to 29 Mission Street, Montreal.

The Canada Preserving Co. of Hamilton have appointed McCallum and Co. agents for Montreal.

Henri Charest of 2272 Park Avenue has opened a new grocery near Laurier Avenue, Montreal.

Rery Gellett, fish producer from Campbellton, N.B., was in Montreal this week, calling on the trade.

Walter Johnston has been in the city this week in the interest of his firm, Silverwoods Ltd., London, Ont.

A. H. Dalrymple, of Jas. Dalrymple & Sons, Montreal, and Mrs. Dalrymple have gone to Florida for a few weeks.

Hon. Daniel Gillmor, of Chase & Sanborn, importers and wholesale tea and coffee merchants of Montreal, is dead.

John Rose, of Kirkwood and Rose, importers and exporters of Vancouver, B.C., was a Montreal visitor this week.

Collapsing in J. S. Benoit's grocery, Westmount, Que., W. J. Stethem, well known manufacturer of Montreal, succumbed to an attack of heart failure.

Arthur McKegon, of the firm of A. A. Ayer & Co., Montreal, and Mrs. McKegon left this week for Florida, where they intend to remain for a few weeks.

J. Lemaistre, of 1807 Cote St. Paul, has disposed of his business to Karam and Massad, late of Ottawa. They will enlarge the business and follow general store merchandising.

Ontario

F. Pinney, grocer, London, has sold his stock.

R. M. Lindsay, general store, Wingham, has sold out.

THE LATE PETER KEARNEY

Whose death was reported in last week's issue. He came to Canada as a boy, and his first business association was with Thomas, Doherty & Co., for whom he travelled for a number of years. In 1880 he formed with his brothers, John and Thomas, the firm of Kearney Brothers, Montreal. The late Mr. Kearney was president of the company.

Miss M. Campbell, grocer, Forest, has sold stock to Wm. Byrnes.

F. C. Barnes, general store, Oil City, has sold to J. S. Shannon.

J. C. McFarlane, general store, Dungannon, has been succeeded by McFarlane & Maize.

John Butcher, a pioneer in the grocery business of Toronto, Ont., is dead. He was head of the grocery firm of John Butcher & Son, Toronto.

Samuel Barr, a grocery clerk at Clinton, Ont., until a few weeks ago, was struck by a train near Hyde Park, London, Ont., and instantly killed.

H. Glickman, grocer, Toronto, is dead.

Grocery stores of Tweed, Ont., will close at 7 p.m. every day except Saturday, when they will be allowed to remain open until 10 p.m., according to regulations just issued. This practice will be required until April 1.

Western Provinces

J. Cooper, grocer, Victoria, B.C., has sold out.

H. Ramsbottom, grocer, Esquimalt, B.C., has sold out.

N. St. Jean, general store, Denisville, Alta., has sold out.

Moffatt & Robertson, general store, Viceroy, Sask., have sold out.

A. Reiss, general store, Winnipeg, Man., has suffered loss by fire.

Gilbert & Black, general store, Holden, Alta., have dissolved partnership.

Wedin & Willbrecht, general store, Griffin, Sask., have dissolved partnership.

Y. Baltzana, general store, Lipton, Sask., has been succeeded by S. Naemark.

O. Ostrovsky, general store, Wakaw, Sask., has been succeeded by Ostrovsky & Barsky.

Barsky Bros., general store, Cudworth, Sask., have dissolved, R. Barsky continuing the business.

Pergamit & Canter, general store, Amulet, Sask., have dissolved partnership. D. Pergamit continues the business.

F. Chantz and D. B. McColl of the R. H. Williams Company, Regina, are at present in Eastern Canada on a buying trip.

W. H. Penn, who has conducted a butcher business for some time at Yellow Grass is selling out, and expects to enter the Royal Flying Corps.

The executive of the Manitoba Board of the Retail Merchants' Association recently held a get-together meeting of visiting retail merchants for the purpose of conferring on work to be emphasized by the association.

Plans for the construction and operation of a flour mill under the direct control of a local Grain Growers' Association were discussed at a meeting of farmers held at the village of Fiske, Saskatchewan on Monday, February 18.

The staff of Campbell Wilson and Strathdee, Limited, Regina, enjoyed a social evening recently at the Canada Club, when about 70 guests were present. Mrs. McKay and F. Fitton were prizewinners of the progressive games, and among those taking part in the musical program were Prof. W. Mawer, Miss L. Reid, E. Blenkhorn, Roy McGregor, J. Smith and the Misses Chambers.

A meeting of the Saskatoon city council and board of trade is being held to consider the attitude which these bodies will adopt towards the operation in the city of a cold storage plant with its cognate industries under the control of the Saskatchewan Co-operative Creameries, Limited. The annual meeting of the company was held in North Battleford on Thursday, Feb. 21.

Mrs. Jeane Muldrew, of the Food Controller's office, Ottawa, will visit Regina

on her return from the coast and address a public meeting in the interests of food control. On the way to the coast she will visit Yorkton, Saskatoon, Prince Albert and the Battlefords, and on her way East she will visit Moose Jaw, Regina, Weyburn, and other points in Southern Saskatchewan.

With a view to arousing interest in fire prevention, the Saskatchewan branch of the Credit Men's Association, under its manager, Edward Barry, have offered prizes to the Regina school children in grades 7 and 8 for the best essays on the subject. Approximately 400 children have written essays on fire prevention, and these are now being judged. Prizes will be awarded when the results are known. Much interest in the subject of fire prevention has been aroused.

Geo. A. Mantle, clerk of the Legislative Assembly, and honorary secretary of the Saskatchewan branch of the Dominion Food Economy Committee, has returned to Regina from Eastern Canada. While in Toronto he attended the opening of the Ontario Legislature, and while in Ottawa visited the members of the new Food Control Board. He paid a high compliment to the ability of Mr. Thomson, chairman of the board, and stated he was much impressed with the personnel of the board. Mr. Mantle has also conferred with J. D. McGregor, Western representative of the board in Winnipeg.

NEW PRESIDENT OF QUEBEC WHOLESALE HOUSE

Archibald Miller has been elected president of Whitehead & Turner Limited, Quebec, to replace the late Hon. Richard Turner, M.P.P. Mr. Miller is a past president of the Dominion Wholesalers' Guild.

GROCER MEMBERS OF REGINA BOARD OF TRADE

Among the business men on the 1918 council of the Regina board of trade are a number of retail and wholesale merchants including, James Strathdee of the firm of Campbell Wilson and Strathdee, wholesale grocers; S. C. Burton, of the firm of Cameron and Heap, wholesale grocers; H. D. McPherson, a member of the executive of the Saskatchewan Retail Merchants' Association, and N. L. Green, president of the Regina Retail Merchants' Association, as well as J. A. Yorston, secretary of the Robert Simpson Western Limited, and H. E. Armstrong, local hardware merchant.

MEETS RAILWAY COMMITTEE

James Strathdee, of the firm of Campbell Wilson and Strathdee, wholesale grocers, chairman of the Shippers' Committee of the Regina Board of Trade, attended along with other representatives of the Regina board a conference of the Western boards of trade held in Calgary last week to discuss with railway officials questions in connection with classification No. 17.

HONOR ROLL

Lieut. Commander Arthur Grindon Tippet, of the Royal Navy, has been awarded a D.S.O., and Dr. John A. Tippet the M.C. These are nephews of W. H. Tippet, of Toronto, and Arthur P. Tippet, of Montreal. Lieut. Commander Tippet has been very actively engaged in the North Sea since 1914.

A PROBLEM FOR THE CLERKS

The following problem has been propounded by a correspondent. This is an interesting problem for the clerk to puzzle over. Let us have your answer. These answers will appear in these columns.

Here is the problem:

There are three measures, one contains 8 gals. of oil, the two others being empty but are 5 gals. and 3 gals. in capacity respectively. How can these three measures, and no others be utilized so that exactly 4 gals. will remain in the 8 gal. measure?

CONVENTION OF SOFT DRINK BOTTLERS

Coca Cola Representatives From All Over Western Canada Meet in Winnipeg—Given a Civic Reception

The Western Canada Coca Cola bottlers held their convention in Winnipeg last week. The convention was accorded a civic reception, and an address of welcome was delivered by Mayor Davidson at the opening session on Tuesday morning, February 19.

The delegates met in the Fort Garry Hotel. Mr. C. F. Roland, manager of the Winnipeg branch, opened the convention, and in a short address drew attention to the need of close application to business in these days when there was need for conservation. Mr. Roland divided his address into eight parts, under the following headings, the initial letters of which formed the words "Coca Cola": Confidence, Optimism, Character, Ability, Conscience, Opportunity, Loyalty, Aggressiveness.

Regarding Optimism, he said people liked to do business with a man who had a smile on his face, who brought in a bunch of sunshine and radiated it all round. Character was something they could not advertise, but it was the character at the back of their institution that gave them an introduction into any store. Ability came from knowledge of their line. Next came Conscience; no man can get anywhere unless he puts his conscience into his business. Then came Opportunity. He asked the delegates to remember that the amount of business they did was up to themselves; that they should not blame it on the president, sales manager or manufacturing department, but on their own organization. Now, as regards Loyalty, they should have loyalty to their organization and loyalty to the business they were in. If they did not think this was the best business for them to be engaged in they should get out of it, as they were doing an injustice to the company employing them. Lastly, there was Aggressiveness. It was necessary for them to go after their customers aggressively. The fellow who could go to a customer and shake him by the hand was the man who got the business. They should not depend on the driver; his job was to get out in the morning and get back as quick as he could in the evening.

At the election of officers, R. E. Irwin, Vancouver, was elected president of the association, and left last week for Atlanta, Ga., where he will investigate some of the bottling plants in that part of the country. J. Thompson, Moose Jaw, was elected vice-president. C. F. Roland, Western manager of the Cocoa Cola Co., was elected secretary-treasurer.

Delegates to Convention of Western Canada Coca Cola Bottlers' Association at Winnipeg. From left to right: C. F. Roland, Western manager, is the third man, top row. R. E. Irwin, the president of the association, is third on bottom row, and J. Thompson, Moose Jaw, vice-president, is the fourth.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OF prime importance in the grocery market is the possibility that ample supplies of sugar are likely to be forthcoming in the near future. Some of the refiners are now selling on the basis of free shipment for March and April. This indicates that supplies of raw sugar are near enough at hand to allow the refiners to be reasonably sure that they can make delivery in the time specified. The situation has been acute during the past two or three weeks, but there has been no actual want or sugar famine. Retailers and wholesalers have distributed their supplies judiciously and have made the stocks go round.

Of considerable interest to the consuming public is the fact that the United States Department of Food Control evidently intends to allow further supplies of margarine to come into the Canadian market. Some shipments came through during the week and permits have been issued for the shipment of additional consignments.

The market for new-laid eggs exhibited considerable weakness during the week. Production is mounting rapidly upward in Canada and the same state of affairs is reported in the United States. In the latter market a big decline was recorded during the week and Canadian importers were able to bring supplies of these eggs into Canada. With continuation of weather favorable to the hens there will in all probability be eonsiderably lower prices for eggs in the Canadian market within the next few weeks.

Grapefruit is in very strong market due to the fact that steamers plying from Cuba are not permitted to earry this fruit as the tonnage is being utilized to carry the raw sugar to the United States markets. Price of grapefruit in the primary market doubled in price during the week. There are fairly good supplies of oranges in wholesalers' hands at present, but consumption of this fruit is being curtailed.

A number of advances were recorded during the week, including those on rice, lima beans, cornflakes, rolled oats in bulk, shoe polish, stove polish, bluing, cocoanut, certain brands of soap, tacks, bi-carbonate of soda, Japan teas, jams. Business with wholesalers has been good during the week. Shortage of supplies is the great obstacle to trade at the present time.

QUEBEC MARKETS

MONTREAL, Feb. 27.—The week has been one of few changes and somewhat quieter trade conditions. The jobbers are satisfied with the business obtaining generally, however, and if better deliveries were possible they would be able to do more business. Among the changes are advances on linen thread, shoe and stove polishes, paraffine candles and some grades of cheese. Rice has been marked higher in certain quarters, and will probably hold in a firming market owing to increased costs of containers and decreased available supplies owing to damage. Fig prices are high, and it is stated that they will be higher. Demand for flours and cereals is heavy, as also for feeds. Barley is firm and in some quarters higher. Bean markets are strong and an advance made with some jobbers. Canned goods are quiet. Some trading is passing between jobbers. The United States Government is taking, it is said, from 35 to 40 per cent. of the 1918 canned goods pack. Sugar is still scarce, but some state that they have received new supplies of raws.

Sugar Situation Shows Signs Of Improvement

Montreal.

SUGAR.—There will be a better distribution of sugar supplies, it is generally conceded, if the retail trade throughout the country can do a little educative work with their trade. It will be advantageous to advise the care of sugar by using jars or the like to keep it from the air, and in this way the situation could be improved and a wider distribution of refined sugars effected. This week the refined sugars are still very hard to obtain, and even if the refiners had all the raws they needed to work full time, it is stated that it would be impossible to overtake the orders accumulating for some time. Some state that they have been able to resume operations, and that the raws are coming to hand fairly well. Prices are maintained without change.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 40
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Linen Shoe Thread, Polishes And Cheese Up

Montreal.

CHEESE, THREADS, POLISHES, ETC.—There are three or four advances this week. Linen shoe thread is up to 45c per pound, and is selling at $2.42 for the No. 8, $2.49 for No. 10, $2.55 for No. 12, and $2.65 for No. 15. This is subject to a discount of 5 per cent. Oka and Roquefort cheese are higher, the former selling at an advance of 2c, at 42c per lb., and the latter 85c, representing 5c advance. Stove polishes are up from 95c to $1.15 per dozen. Paraffine candles also are higher by 1c per lb. on the various varieties. Shoe dressing, 2-in-1, is selling higher at a list price of $1.20, with the usual trade discount of 7½ to 10 per cent., according to the quantity bought.

Rice Marked Higher; Tapioca Markets Dull

Montreal.

RICE AND TAPIOCA.—The local situation on rice is a very firm one, and one or two jobbers have advanced prices 1½c per pound all around. This is due to several causes. Shippers will not make commitments as to delivery for more than 30 days in advance. Recent

damage to the crop has had a firming effect, the available supplies having been materially decreased. The medium of exchange has been a factor, and the costs of jute and other container materials have made a difference.

Carolina	11 50	12 50
"Texas," per 100 lbs.	....	9 50
Patna (good)	9 00	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	....	8 75
Rangoon "B"	....	8 50
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Mandarin	....	8 75
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Figs Will Be High; Muscatel Raisins Scarcer

Montreal.

DRIED FRUITS.—The dried fruit markets are rather bare of certain kinds. This applies to some of the supplies that should have come forward weeks ago. In speaking with one large jobber, he stated that they had large shipments of raisins on the way since last fall, and that these were still held back. Loose Muscatel raisins in three and four crown varieties are reported very scarce. New fig prices have advanced since the beginning of the booking season for the 1918 pack 1c per lb. on bulk goods and in cases from 10c to 20c per box. In comparing prices with those obtaining a year ago there is an average advance, stated one importer, of about 33 1/3 per cent. in fig prices. Trade is fair.

Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	5 75
Do., Dromedary	....	6 50
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. (12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 17
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

About 30 Days' Supply Patent Flours Estimated

Montreal.

FLOURS AND FEEDS.—There is a continued heavy demand for flour, and millers are having an unabated request from their customers everywhere. One of the difficulties is that of delivery. Orders placed for delivery within certain dates have to be shipped out well in advance, and these are delayed through the present congestion and cause more or less difficulty at remote points. It was pointed out by a large milling concern that the estimated supply of patent flours might last a month. There will, of course, be certain small quantities here and there over the country for a longer period. Bakers will have to make returns of the stocks they have on hand after the 1st of March, which order will doubtless apply to the restaurants. In any case it will be but a few days until the standard loaf of the standard flour will be used everywhere, except in private homes where bread is made. Feeds are in strong demand, and orders are being filled with as much despatch as possible. Feed oats are stronger this week.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 10
Car lots (delivered), Bakers	....	11 20
Small lots (delivered)	....	11 30
Bran, per ton	35 00	....
Shorts	40 00	....
Crushed oats	69 00	....
Barley chop	71 00	....
Barley meal	71 00	....
Feed oats, per bushel	....	1 12

Cereals In Demand And Prices Stay High

Montreal.

CEREALS.—The continued good demand for cereals, especially for rolled oats, has been the feature of the week. No changes have been made, but there is a very firm undertone to the rolled oats market. This cereal is likely to rule high in view of all the surrounding circumstances, embodying decreasing supplies and transportation, as well as that of the maintained heavy trade. Corn meal and other corn products are in steady market. Rye flour and split peas are firm, but without change.

Barley, pearl	6 90	8 25
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 90	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 85	6 25
Oatmeal, granulated, 98 lbs.	5 85	6 25
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 30	5 65
Rolled oats (family pack.), case	5 65	6 20
Rolled oats (small size), case	2 00	2 05
Rye flour, 98 lbs.	5 25	5 60

Beans Are Higher And Firmness Obtains

Montreal.

BEANS.—The bean market has been one of much strength the past week, and, in view of the fact that jobbers do not hold out much hope of getting the Ontario product, all the buying has been done, by some jobbers at least, from the Quebec growers. Prices have been advanced by some half a cent per pound all round. Trading is fairly good from outside centres, and the local trade is buying as required from week to week.

Beans—		
Canadian, hand-picked, bush.	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Strength Maintained In Spice Markets

Montreal.

SPICES.—There is a marked tendency

Newspapers Afraid To Tell Readers Truth About War

Astounding Resolution Passed by Engineers in Britain

IN THE FINANCIAL POST this week the tremendous fact is given that the Engineers Trade Union, following an address by Sir A. Geddes at Glasgow, went on record against the Lloyd George Government, and declared in favor of an immediate armistice on all fronts, and no action in support of carrying on the war.

"Why We Are Losing The War"

The fearlessly outspoken article, "Why We Are Losing the War," which appeared first in MacLean's Magazine, and which has been published subsequently in THE FINANCIAL POST, has aroused for its writer, John Bayne Maclean, the ire of two Toronto daily papers. In reply to his critics, Col. Maclean expresses in THE FINANCIAL POST this week, the policy which has guided him throughout his articles in his Business Newspapers since the beginning of the war. This, given in the leading article on page 1 of THE FINANCIAL POST, is a most trenchant defence of the plain, straight policy of telling the truth, and the truth in time to be of real use to people concerned.

"A Five Years' War"—THE POST, October, 1914

The fact that in October, 1914, THE FINANCIAL POST advised the country to be prepared for a long war—five or six years of it or even more is pointed out.

Other notable facts are given and for this leading article alone THE FINANCIAL POST this week is thoroughly worth your attention.

Business News of the Week

From this list of the principal headings you will get a fair idea of the POST'S business news contents this week:

- Big Factions of Toronto Railway Have Agreed.
- Canada Figures on Increased Field Crops.
- The Case For "Big Business" is Presented.
- N.Y. Financiers Were Ready to Support C.N.R.
- Bank Clearings Well Ahead of Last Year.
- Getting the Workman's Bank Account.
- Banking as an Aid to Industry After the War.
- Auditor's Criticism of Hydro Financing.
- Bond Market is Continuing Active.
- Municipalities Not Justified in Avoiding Obligations.
- Fire Insurance Companies Enlarge 1917 Business.
- Seek to Recover Taxes From Hudson's Bay Co.

While these headings by no means cover the entire contents of this week's FINANCIAL POST they will indicate to you the wide field thoroughly covered by this outstandingly good business newspaper. To gain a more intimate knowledge of the value of THE FINANCIAL POST to you in your business send for a sample copy, or if you prefer to make a still more extended test, order a subscription. The little coupon below will help you. You have only to sign and send it.

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to higher levels in the spice market, although prices are held without change, both locally and outside. Some items are scarce indeed, and buyers would like to pick up lots, but are having small success in doing this. Trade here is reported to be fair and seasonable, and everything points to advances on different commodities, say the jobbers and importers. Prices are as follows:

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Nut Markets Quiet Prices Well Held

Montreal.

NUTS.—The interest in nut markets is not so keen as it has been in the past, and trade is confined pretty generally to sorting orders. Of course, the fact of short supplies of so many lines has made the number of orders from the usual sources larger, perhaps, and as odd shipments come forward they are absorbed fairly well. Various supplies of a somewhat limited character are arriving at import centres and are being distributed at rather high prices. This is true especially of walnuts. The high prices will probably make the demand somewhat confined.

Almonds (Tara), per lb	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb	0 16	0 21
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 59	0 61
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Canned Goods Moving Slowly

Montreal.

CANNED GOODS.—The canned goods situation presents perplexities. Locally it is stated that there is a limited amount of spot canned goods of various kinds, while on the other hand some maintain that the supply in the hands of jobbers and retailers the country over is large. In any case, the trading is reported to be light and the retail trade is apparently somewhat dull. In view of the fact that the season is advancing it is probable that there will be a liquidation of much stock during the spring months, and at which time there is a better demand. One of the large importers here stated to CANADIAN GROCER that there would be a strong likelihood of the United States Government absorbing from 35 to 40 per cent. of the new 1918 pack. This being the case, it is obvious that there would be little for export. In the United States market the interest of the past week centres around the salmon pack, of which the United States Government is reported to have absorbed all unsold goods.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Corn Syrups Firm And Molasses Scarcer

Montreal.

MOLASSES AND CORN SYRUPS.—In view of the strong corn market syrups are in a firm position and the demand is stated as good. It is probable that this tendency will maintain for the immediate future owing to the tie-up in traffic and the difficulty of getting corn forward. As an indication of the effect of the recent quotations glucose has gone up 20c per 100 lbs. However, notwithstanding the foregoing, manufacturers are getting along with orders that have accumulated during the enforced closing of their plants while corn was unobtainable. Stocks of syrup are now very light. Molasses continues to be very firm and the market is practically bare of supplies, according to the jobbing trade. One jobber has some supplies at St. John, N.B., at present and hopes to get these forward soon.

Corn Syrup—		
Barrels, about 700 lbs	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

	Prices for Fancy, Island of Montreal	Choice,
Barbadoes Molasses—		
Puncheons	0 91	0 93
Barrels	0 94	0 96
Half barrels	0 96	0 98

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		5 05
Barrels, per 100 lbs.		7 50
Half barrels, per 100 lbs		7 75

Maple Syrup, Sugar And Honey Scarce

Montreal.

HONEY AND MAPLE PRODUCTS.—Trading is decidedly confined in the maple syrup and sugar markets owing to the scarcity of supplies. These are said to be practically nil, although it is probable that the retail dealers have certain supplies in hand to meet present demand. Honey, too, is very scarce and while there is some to be had still, the available supply is getting smaller from week to week. In combs the price has held unchanged and in pails the prices are from 19c to 22c per pound as given hereunder, according to grade and quantity.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 19
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 22
Clover, 60-lb. tins	....	0 21
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Coffee Holds Steady With Trading Fair

Montreal.

COFFEE.—Trade is fairly good and the roasters and jobbers seem to be fairly busy, although the demand is somewhat smaller than it has been. Prices are held without change. In the future markets there is a certain firmness to prices, although trading is limited, very little being reported. The spot situation at New York and other United States points is quiet. Prices here are given as follows:—

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Firmer Tendencies Noted In Tea Markets

Montreal.

TEAS.—Firming of the tea situation is reflected in both the local and outside markets. One jobber sold a quantity of better grade teas last week at an advance over previous quotations and the feeling

is strong generally. Outside markets such as New York are very firm with reference to futures, and the absorption of large supplies for the navy and Allied Governments has diverted supplies that were expected to arrive on this side of the water. From all indications it is evident that there will be a continued firmness to the market for all grades and particularly for the better. The fact that so many countries are bare of supplies would probably serve to maintain prices even if a break in the war should come.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50
Javas—		
Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Celery Declines $2 Case; Other Lines Decline

Montreal.

FRUITS AND VEGETABLES.—The week has brought some declines. Celery has reduced as much as $2 per case. This is due in part to the advance of the season and trade has been somewhat quiet also, this having a weakening tendency on the market. Oranges can be bought favorably, too, while some other lines are about sold out and quotations are available for small lots only, as in the case of grapes, some of these being sold by the pound. The vegetable markets are fairly active for this time of the year and some declines are noted. Carrots are as low as 50c a bag. Potatoes are frosted in many parts and favorable prices can be obtained in some quarters. The Green Mountain variety is still holding on previous quotations. Prices on potatoes and some other vegetables are expected to be very much lower when the weather breaks definitely.

Bananas (fancy large), bunch...	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, Cal., according to size.	4 50	7 50
Oranges (bitter)	4 00	4 50
Oranges (Seville, bitter)	....	5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to size	4 50	6 00
Lemons, California seedless	....	5 00
Grape fruit (fancy Jamaicas)...	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64	....	4 75
Grape fruit (fancy Porto Ricos) 112, 126, 150	....	4 00
Grape fruit (fancy Porto Ricos) 36, 46, 54	....	3 75
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights. tinted), per keg	....	12 00
Grapes, Malaga, medium	....	10 00
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 75	5 75
Russets	6 00	6 50
Apples, boxed	....	2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl....	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl...	....	5 50
Do., No. 3 (ordinary), bbl...	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl....	....	5 50
Do., No. 3 (ordinary), bbl...	....	4 00
Rhubarb, doz.	....	1 50
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate	....	2 75
Cabbage, Montreal, per bbl....	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case..	6 00	7 50
Celery, Cal., 2 doz. crate	....	4 50
Celery (Wash.), doz.	....	1 50
Celery, Florida	3 00	3 75
Mint	....	0 60
Leeks	3 00	4 00
Onions, Canadian, bag	1 50	2 00
Onions, red, 100-lb. bag	....	2 75
Oyster plant	....	0 75
Parsley (Amer.)	....	1 50
Parsley (Can.)	....	0 75
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 00
Spanish onions (small crate)	....	1 25
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	2 00	2 25
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Lettuce, curly (3 doz.)	....	2 50
Lettuce, Boston, hothouse (2 doz. in box)	1 50	2 25
Lettuce (Florida), hamper	....	2 75
Cranberries (Cape Cod), box....	....	5 50
Cranberries (new), small size, bbl.	....	15 00
Watercress (Can.)	....	0 75
Watercress (Amer.)	....	1 25

ONTARIO MARKETS

TORONTO, Feb. 27.—Conditions in the wholesale grocery trade were encouraging during the week. The volume of business is good, retailers apparently having no hesitancy about taking in fairly good quantities of goods. Wholesale houses, however, are restricted in their operations through the shortage of goods in many lines. Operations in dried fruit are light owing to the non-arrival of stocks, particularly prunes. Advances have been fairly numerous during the week and include such lines as shoe blacking, stove polish, brass and silver polish, bluing, cornflakes, cocoanut, tacks, shoe dressing, carbonate of soda, rice.

Canada Gets Some San Domingo Raws

Toronto.

SUGAR.—Announcement has been made that Canadian refiners have purchased some 21,800 bags of San Domingo raw sugars at 4.749c per pound. This is slightly lower by .236c than the established price for Cuban raw sugars at 4.985c. This lower price was made possible through the difference in duty which applies to San Domingo sugars. Report by the International Sugar Committee during the week showed the amount of raw sugar received at the six principal refining ports of the Eastern seaboard amounted to 63,285 tons. Meltings during the week amounted to 57,805 tons. Stocks of sugar on hand amounted to 34,744 tons. A regulation by the United States Department of Food Control provides that retailers shall not be allowed to purchase more than 1,000 pounds of sugar at any one time until the present acute situation is cleared up. Wholesalers in Canada of necessity have had to limit the amount to their customers due to the lightness of supplies. With the arrival of stocks of raws which are now on the way the situation in Canada is expected to show rapid improvement. Some of the refiners are now selling freely for March and April shipment which indicates that plenty of raw sugar is in sight to take care of the needs of the refiners. Prices for sugar held unchanged.

Atlantic, extra granulated	8 54
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated.	8 54
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Shoe, Stove And Metal Polishes Higher

Toronto.

POLISHES, BLUING, COCOANUT, TACKS.—Advances have been fairly numerous in various lines handled by wholesalers. Dustbane has been advanced $1 per case and is now quoted at $7.75. Two in one shoe blacking has been advanced to $1.20 per dozen, Nugget shoe polish to $1.15 per dozen, Zebra stove polish to $1.10 per dozen. Brasso and Silvo metal polish have been advanced. No. 3 is quoted at $1.10 per dozen, No. 6 at $2 per dozen and No. 12 at $4.20 per dozen. Reckitt's blue has been advanced 4c per pound and is now quoted at 23c. Fairbanks laundry soap has been advanced, Santa Claus and Clairette now being quoted at $6.75 per box and Sunny Monday at $7.25 per case. Cocoanut in pails has been advanced ½c per pound and is now quoted at 30c to 31½c in 20-lb. pails and 31c to 32½c in 15-lb. pails. Tacks have been advanced, blued 6-oz. now being quoted at 65c per dozen, and tinned at 75c; blued 8-oz. are quoted at 75c per dozen and tinned at 90c per dozen. Crescent shoe dressing has been advanced and is now quoted at $2 per dozen. Carbonate of soda has been advanced to $4.50 per keg with broken lots at 5c per pound. Prices on cotton clotheslines in some quarters are as follows: 30-foot, $2.35 dozen, 40-foot, $3.00 , 48-foot, $3.50 dozen; 50-foot, $3.65; 60-foot, $4.40; 72-foot, $5.25; 80-foot, $5.85; 100-foot, $7.35 dozen.

Syrups Have Been Moving Freely

Toronto.

MOLASSES, SYRUPS.—The market for molasses was firmly maintained, with a good sale reported. There is a good demand for syrups of various kinds at the present time owing to the comparatively light supplies of sugar that have been available. While there has been no actual pinch or famine in sugar supplies have been low. Furthermore, a campaign by departments of food control to use syrups has perhaps had some effect. Prices were steady for corn syrup during the week.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 92	0 95
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Jams Are Higher; Canned Salmon Firm

Toronto.

CANNED GOODS. — Announcement was made during the week that the United States Government had commandeered all supplies of canned salmon within the country for use of the army. This is expected to put a measure of firmness into the local market. Advances have been recorded in jams during the week. Aylmer 12-oz. strawberry jam has been advanced to $2.75 per dozen, raspberry and black currant jam 12-oz. are still being quoted at $2.45 per dozen, while peach and plum are also unchanged at $2.25 per dozen. Jams in 4-lb. tins have been increased in price, St. William's raspberry and strawberry 4's now being quoted at 83, Aylmer strawberry and raspberry 4's at 87c tin and Aylmer black currant at 80c tin. Stuart's jams strawberry and raspberry are quoted at 90c tin and black currant at 88c per tin. Some supplies of kippered herring in tins have reached the market and are quoted at $2.25 per dozen.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 60	2 75
Peas, standard	1 90	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	....	2 10
Beans, Midget, doz.	....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 90
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 80	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Raisins Reach Market; Prune Supplies Light

Toronto.

DRIED FRUITS.—Some three or four cars of raisins reached the local market during the week but arrivals of prunes were practically nil. Wholesalers and importers are beginning to show some uneasiness over the situation in prunes; it is feared that consumption will be restricted if they do not soon reach the market for distribution. Prices on all lines of dried fruits were firmly maintained during the week. Reports have been current that the United States Government intended to pass a regulation prohibiting the sale of prunes for any length of time in the future. Local brokers, however, have been advised by their principals during the week that they will be permitted to book orders subject to opening prices to be named later. This will mean that selling will be conducted as in the past.

Apples, evaporated	0 23	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	0 35	0 36
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 29	0 30
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 15	0 16
60-70s, per lb., 25's, faced	0 14	0 14½
70-80s, per lb., 25's, faced	0 12	0 13½
80-90s, per lb., 25's, unfaced	....	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 12½	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 13½	0 15½

Japan Teas Show Higher Range By 2c

Toronto.

TEAS.—There was a firmer market for Japan teas during the week owing to the dwindling of supplies and the possibility that additional stocks coming forward will be very restricted. Japan teas are shipped only at one season of the year usually, the time being ordinarily in September and October. Last year, however, shipment was not made until about December 1. Until the new crop comes off there will be no additional supplies coming forward. Stocks of Japan teas now in this country are low with a good demand. Indians and Ceylons are moving freely in the medium-priced grades. Early pickings Japans are quoted up 2c at 40c per pound and second pickings from 30c to 38c per pound.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 40
Second pickings	0 30	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Statements On Coffee Situation Now Banned

Toronto.

COFFEE.—Indicating the tendency in the United States to forestall any undue inflation in prices a regulation has now been adopted by the Board of Managers of the New York Coffee and Sugar Exchange which prohibits the issuance of circulars or publications of whatever character that contain matter which in any way tends to increase the price of coffee or to encourage outside speculation. This action is calculated to put a crimp in the activities of the bullish elements of the coffee exchange. This regulation, however, apparently does not apply to such circulars issued by large coffee dealers who do not happen to be members of the coffee exchange. In the local market conditions held in a steady position with demand reported fairly good.

Coffee—		
Rogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 23

Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	....	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Coriander Seed Prices Narrowed

Toronto.

SPICES.—The range of prices on coriander seed show a narrowing tendency during the week in some quarters, prices having been quoted at 28c to 35c. Carraway seed is scarce and prices are firm, range being slightly increased during the week in some quarters at 90c to $1 per pound. There is a firm market for pepper but prices have not been changed as yet. Demand for spices of all kinds is good, as there seems to be a generally expectant market that prices are likely to be higher in a number of lines.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 28	0 35
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	...
2-oz. packages, doz.	....	1 45
4-oz. packages, doz.	....	2 60
8-oz. tins, doz.	5 05	5 25
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

New Brazil Nuts Reach New York

Toronto.

NUTS.—Shipments of new-crop Brazil nuts are reported to have reached the New York market, prices on this line being approximately 2c per pound higher than the old crop. Shelled walnuts are in very firm market, quotations quite generally being now made on the basis of 65c per pound. An embargo on the shipment of nuts from France has now been in effect some six weeks. Those closely in touch with the situation anticipate the price of shelled walnuts will go considerably higher than present figures. In some quarters Jumbo roasted peanuts were quoted as high as 27c per pound. Chinese and Japanese peanuts have been advanced 1c per pound to 17c. There is a very strong market for peanuts.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 21	0 27
Do., No. 1 Virginia	0 19	0 21
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	....	0 65
Peanuts, Spanish, lb.	....	0 18
Do., Chinese, Japanese, lb.	....	0 17

Lima Beans Headed Toward Higher Levels

Toronto.

BEANS.—There was a firm trend to the market for lima beans during the week in the face of dwindling supplies with the prospect of being unable to secure no additional stocks. Prices ranged from 18c in sack lots to 22c in broken lots. Some Ontario beans came into the market during the week. Choice hand-picked were quoted at $9.25 per bushel and 1-lb. to 2-lb. pickers at $9 per bushel. Rangoon beans are getting in light supply.

Ontario, 1lb. to 2-lb. pickers, bu.	....	9 00
Do., hand-picked	....	9 25
Can. white kidney beans, bush.	....	....
Indians, per bush.	6 50	7 00
Yellow eyes, per bushel	....	....
Japanese, per bush.	....	6 60
Limas, per pound	0 18	0 22

Rices Advance ¼c To ½c Per Pound

Toronto.

RICE.—Demand for rice continues active. In the Southern United States with the cleaning up of available stocks for the use of the United States Government there has been an active demand for screenings to be used in the manufacture of rice flour, which is coming into use as a substitute for wheat flour to a considerable extent. Prices in the local market were firmly maintained with advances of ¼c to ½c per pound all along the line in various grades. The firm tendency in this commodity has been indicated in these columns from time to time for several weeks past. Following are the prices now prevailing:

Texas, fancy, per 100 lbs.	11 00	11 50
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	....	12 50
Siam, fancy, per 100 lbs.	9 25	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 50	11 25
Japans, second, per 100 lbs.	9 25	9 50
Chinese XX, per 100 lbs.	8 25	9 75
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Cornflakes Advance; Package Oats Firm

Toronto.

PACKAGE GOODS.—An advance of 50c to 60c per case has been made effective in the various lines of cornflakes, Quaker brand now being quoted at $3.90 per case, Kellogg's at $4 and Dominion cornflakes at $4.25 per case. Quaker puffed wheat has been discontinued as the manufacturers were unable to get license for its manufacture. Tillson's oats are no longer obtainable from the manfacturers. There is a firm market for rolled oats in packages although the market had held unchanged during the week. Cornstarch and laundry starch were in steady market.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 65	5 75
Rolled oats, round, regular 18s, case	2 00	2 05
Rolled oats, square, 20s	5 65	5 75
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Light Supplies Of Tinned Honey Available

Toronto.

HONEY, MAPLE SYRUP.—Some light supplies of honey in 5-lb. and 10-lb. tins reached the local market during the week and were quoted at 22c to 23c per pound. Some buckwheat honey was also available in 60-lb. tins at 18c per pound. Comb honey was within small compass. Maple syrup has not yet put in an appearance but is expected in the not distant future.

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 00
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 80
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Grapefruit Will Likely Be Higher

Toronto.

FRUIT.—Prices on grapefruit in the primary market at New York doubled during the week and a very firm situation has been brought about for existing stocks. The situation has been caused through the inability of Cuban growers to get shipment of their fruit, as the ship space is going to be used to carry raw sugar from the island. The Florida crop is reported to be about cleaned up. Higher prices in this commodity are highly probable in the near future. Barrel apples from Nova Scotia continued to reach the local market during the week. Movement is not free as yet, but it is expected with the coming of favorable spring weather peddlers will take the stock to the people and so encourage them to buy.

Apples—		
Boxes, Spitzenberg	2 65	3 00
Winesaps, box	2 50	2 75
Rome Beauty, box	2 75	3 00
Ontario—		
Baldwins, No. 1, bbl.	....	7 00
Greenings, No. 1, bbl.	....	7 00
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Ben Davis, No. 1, bbl.	....	5 00
Do., No. 2, bbl.	....	4 50
Spys, No. 3	....	5 00
Winter varieties, straight, No. 3	....	4 50
Nova Scotia—		
Baldwins, No. 1	....	5 50
Do., No. 2	....	4 50
Wagner, No. 1	....	6 50

Do., No. 2	....	6 00
Starks, No. 1	....	5 50
Do., No. 2	....	5 00
Bananas, yellow, bunch	3 75	5 00
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	4 50
Do., 54s, 64s, 80s, 96s	4 25	5 00
Cuban and Porto Rico, 54s, 64s, 80s, 96s	3 50	4 00
Oranges—		
California Navels—		
80s	4 00	5 50
96s	4 50	5 50
100s	4 75	5 50
126s	5 50	6 00
150s	6 50	....
176s, 200s, 216s, 250s	....	7 00
Florida Oranges—		
80s, 96s, 100s	....	4 75
126s	5 25	5 50
150s	....	6 00
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	....	....
Do., Messinas, box	....	6 00
Pears, Cal., box	3 25	....
Pineapples, Porto Rican, cs. 30-36s	....	5 50
Do., Messinas, box	....	5 50
Rhubarb, dozen	....	1 25
Malaga grapes, keg	....	10 00
Strawberries, box	....	0 65

Onions And Carrots Having Good Sale

Toronto.

VEGETABLES.—The campaign in the interest of greater consumption of vegetables has borne much fruit. People took up with the idea of conserving food supplies and purchased liberally. As a result most of the dealers are inclined to feel easier in mind, as it was thought at one time they might be allowed to spoil through lack of interest. With continued interest in the vegetables for a time longer there will be a much healthier condition in the market. Potatoes were in steady market, there being no inclination to quote lower prices during the week, except in the instance of N.B. Delawares which were quoted at 10c per bag under prices of last week in some quarters. California cauliflower was lower in price by 25c per crate. Cucumbers were firmer. Hothouse tomatoes are being quoted at 35c per pound for No. 1 and 25c per pound for No. 2.

Beets, bag	0 90	1 50
Brussel sprouts, quart	....	....
Cauliflower, Cal., standard crates	4 00	4 50
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 60	0 65
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 30	0 35
Do., Boston, head, hampers	2 50	2 75
Mushrooms, 4-lb. basket	....	....
Onions—		
Spanish, crates	4 50	5 00
Spanish, half crates	2 40	2 50
Do., Canadian, 75-lb.	2 25	2 50
American, 100-lb. sacks	....	3 00
Potatoes—		
New Ontario, bag	....	2 25
N.B. Delawares	2 40	2 50
P.E.I., bag	2 15	2 25
Sweet, hamper	....	3 25
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	....	0 35
Do., No. 2, lb.	....	0 25
Parsnips, bag	1 25	1 50
Parsley, doz. bunches	....	0 85
Peppers, green, dozen	....	0 75
Turnips, new, bag	0 50	0 65

Flour Shipments Continue To Increase

Toronto.

FLOUR.—With the milder weather of the past week there has been a noticeable improvement in the flour situation. Mills report that arrivals from the West have been better and that there is now considerable quantities of flour rolling and will in all probability reach the Eastern market in the near future. Eastern millers are now in a more favorable position with respect to wheat and operations are becoming more general. For a time the mills were running under greatly reduced output owing to the lightness of wheat stocks. Some mills, in fact, were closed down entirely for a time. Stocks of wheat are held at lake terminals and with the straightening out of the railway difficulties these will be available. Prices held unchanged at the established basis.

War grade, 74% extraction—		
Manitoba spring wheat	11.10	11.30
Ontario winter wheat	10.60	10.80
Blended, spring and winter	10.85	11.05

Larger Stocks Of Feed May Be Available

Toronto.

MILLFEEDS.—Now that the railway situation is becoming untangled gradually the Eastern millers are getting supplies of wheat to keep their mills in operation and the Western mills are able to make better shipments. For weeks past the demand for millfeeds has been far in excess of the supply. Prices have held steady due to the basis established by the Department of Food Control. With milder weather there should be a freer movement of grain with a consequent better supply of feeds.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	.....	3.05-3.40

Bulk Rolled Oats Advance 25c Per Bag

Toronto.

CEREALS.—The firmness in the market for bulk rolled oats has worked out toward higher prices during the week to the extent of 25c per bag, making the range of quotations from $6 to $6.10 per bag. Oatmeal has advanced automatically in the same proportion. The supplies of oats for milling purposes have been a little more plentiful during the week, but the heavy demand for these commodities keeps up. Yellow split peas were in firmer market, an advance of ½c per pound having been recorded from the lower quotation. Corn products held steady in price. Millers have been unable to get corn in sufficient quantity to meet their requirements, but this condition is expected to improve in the near future.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$7.35-	$ 7.45	$ 8.00-	$ 8.50
Barley, pot, 98s	5.75-	5.85	6.00-	6.25
Cornmeal, 98s	6.50-	6.60	7.00-	7.75
Cornmeal, fancy	5.70-	5.80	....-	....
Corn flour, 98s	6.50-	6.60	....-	....
Farina, 98s	5.90-	6.15	6.25-	6.50
Graham flour, 98s	5.60-	....	6.00-	....
Hominy grits, 98s	6.50-	6.60	....-	....
Hominy, pearl, 98s	6.50-	6.60	....-	....
Rolled oats, 90s	5.75-	5.85	6.00-	6.10
Oatmeal, 98s	6.30-	6.40	6.25-	7.00
Rolled wheat, 100-lb. bbl.	5.60-	6.00	6.00-	6.75
Wheatlets, 98s	5.90-	6.15	6.25-	6.50
Peas, yellow, split	9.50-	9.75	10.50-	11.50
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Feb. 27.—There have been hundreds of dealers from the country visiting Winnipeg this week for the Bonspiel, and pobbers have had an opportunity of sizing up the situation pretty well. Judging from the size of orders being placed business is very good outside. A factor which is helping considerably is the light fall of snow as compared with previous years. This has allowed the farmers to go into town, and as he has been buying pretty freely it was necessary for the dealer to place good sized orders. Dealers are buying regular line of goods, but price does not seem to figure very much.

Among the changes which have taken place this week is an advance in the price of Reckitt's blue to 20c per lb. Keen's mustard is up as follows: ¼s, 74c lb.; ½s, 70c.; 4-lb. tins, $1.73. An advance is expected in the price of laundry soaps. Cornmeal is still very hard to get —almost unprocurable. There has been a firming up of the rolled oats market; millers who have been selling bulk oats at extremely low prices are selling to-day as high as $5. A big decline has taken place in the price of corn syrup. New prices have been announced on cooking figs, and they are 75% higher than they were a year ago.

Sugar Still Scarce In Western Canada

Winnipeg.

SUGAR.—The price is the same and supplies are still very low. In fact the situation is about the same as last week, except that it is harder to get. The reason for scarcity is the same, i.e., raws are not reaching the refineries. An odd car or two of refined is coming through to Winnipeg, but not nearly enough to supply the trade. Jobbers are cutting down all their orders. It is reported that relief is in sight, but some of the refinery representatives are not sure even of that.

Big Decline In Corn Syrup Announced

Winnipeg.

SYRUPS.—A big decline is announced this week in the price of three lines of corn syrup, viz., Crown, Beehive and Lily White. The declines are as follows: 2s, 75c.; 5s, 50c; 10s, 60c; 20s, 60c; bulk, 1c per lb.; sealers, 35c per case. A local jobber stated to-day that he had it on good authority that this decline would only be temporary. Cane syrup did not change.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	4 25
5-lb. tins, 1 doz. case, per case	4 90
10-lb. tins, ½ doz. case, per case	4 65
20-lb. tins, ¼ doz. case, per case	4 65
Barbadoes Molasses—	
In half barrels, per gal.	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Lima Beans Are Practically Off Market

Winnipeg.

BEANS.—Market on white beans is still very firm, and there is a fairly good demand, prices ranging from $6.25 to $6.50. Lima beans are practically off the market, and when present stocks are cleaned up there will be no more.

Barley—		
Pearl, 98-lb. bags, per bag		7 25
Pearl, 49-lb. bags, per bag		3 65
Pot, 98-lb. bags, per bag		5 20
Pot, 49-lb. bags, per bag		2 65
Pot, 24-lb. bags, per bag		1 35
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb.		0 14
Fancy white, bushel	6 25	6 50
Peas—		
Split, 98-lb. bags, per bag	10 60	11 25
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00

Cooking Fig Prices Open 75% Higher

Winnipeg.

DRIED FRUITS.—The trade are buying very freely of prunes, but no big change has taken place in the situation as yet. The most important announcement regarding dried fruits this week is the statement that new California cooking figs will cost 75% more this year than they did last year, and with European figs off the market, California figs will be the only ones available. Cooking figs are selling to the trade to-day at 12½c.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.		0 10
80-90s, 25-lb. boxes, per lb.		0 10⅝
50-60s, 25-lb. boxes, per lb.		0 11¾
Apples—		
Choice, 50-lb. boxes, lb.		0 23
Pears, choice, 10-lb. bxs., faced, box		1 50
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box		2 48
Peaches—		
Choice, 25-lb. boxes		0 16½
Currants—		
Fresh cleaned, half cases, lb., Australian		0 21
56-lb. boxes, lb.		0 24
Dates—		
Hallowee, 68-lb. boxes		0 20
Fards, box, 12 lbs.		2 30
Raisins, California—		
16 oz. fancy, seeded		0 11⅞
16 oz. choice, seeded		0 11
12 oz. fancy, seeded		0 09¼
12 oz. choice, seeded		0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's		0 11
3 crown, loose, 50's		0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes		0 10½
3 crown, loose, 10-lb. boxes		0 11
Figs—		
California white figs, 25s		0 12½
Peel—		
Candied lemon, boxes, lb.		0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes		0 28½

Canned Beans Scarce In The West

Winnipeg.

CANNED GOODS.—There is a shortage of raspberries and strawberries, but it is understood supplies of these are plentiful down East, and can be drawn on at any time. Tomatoes are selling fairly well. Canned beans are very scarce.

Another Advance On Soaps Expected

Winnipeg.

SOAPS.—It is not many weeks since we announced a considerable advance in the price of laundry soaps, and a warning has gone out to the trade that another one is due to take place in a very short time. Evidence of this is seen in the fact that the Fairbanks Company have withdrawn their prices.

Bulk Oats Now $5; Packages To Advance

Winnipeg.

FLOUR AND CEREALS.—There has been a decided slackening off in the demand for flour, both in the city and country. This is probably the result of the hoarding which took place immediately it became known that patent flours were to be discontinued. Rolled Oats.—There has been an advance in price of bulk oats, 80's, to $5. This is an advance of 25c. As has been pointed out, it was impossible for the mills to continue selling rolled oats at the prices that have prevailed during the past two or three weeks. There is no change in the price of packages, but one is expected. Oatmeal is bringing $6.25, and rye flour $6 for 98's. Feeds.—The situation is the same—the demand far greater than the supply.

Lemons Decline To $7.50; Bananas Jump To 6c

Winnipeg.

FRUIT AND VEGETABLES.—There is still an easier feeling to the Alberta potato market, price being $1 to $1.20 depending on the quality of potatoes. California cauliflowers are easier, bringing $2.50 per dozen. New lines coming in now are Louisiana carrots, $1.25 per dozen; shallots, $1 per dozen, Minnesota radishes 70c to $1 per dozen; Minnesota rhubarb, 14c. California head lettuce is down to $3.50 per case. Mexican tomatoes are expected in next week. Brussels sprouts have dropped to 20c per lb. Imported cabbage is bringing 8c per lb., but local is selling at 5c. Fruits.—The apple market is getting firmer all round, and stocks are being rapidly cleaned up. Oranges continue very scarce. There will be a decline in the price of lemons this week to $7.50, and new Messinas are expected on the market. Bananas have jumped to 6c per lb. Florida grapefruit has declined to $5.75 per case.

Cabbage, lb., local		0 05
Cabbage, imported		0 08
Cauliflower, Cal., doz.		2 50
Celery, Cal., crate 100 lbs.	6 50	7 00
Potatoes, Albertas	1 00	1 20
Potatoes, sweet, lb.		0 06
Carrots, cwt.		2 50
Turnips, cwt.		2 00
Head lettuce, Cal., doz.		1 00
Head lettuce, Cal., case 4 doz.		3 50
Tomatoes, Cuban, 6-bkt. crate		9 00
Onions, Valencias, large case		6 50
Onions, yellow and red, cwt.		3 00
Parsley, imported, doz.		1 00
Parsnips, bag		4 50
Brussels sprouts, lb.		0 25
Fruits—		
Apples, Nova Scotia, bbl.		6 25
Apples, Wash. Jonathans, box		2 25
Apples, Rome Beauties, box		2 25
Apples, Spies		2 75
Apples, Wagners		2 25
Oranges, navels		7 50
Lemons		7 50
Bananas, lb.		0 06
Grapefruit, Florida, case		5 75

Letters to the Editor

Editor Canadian Grocer.—If there are any ads for me will you please forward them on to me and I have another little matter which I would like your paper to take up. It is the matter of eggs. The following is an illustration which came under my notice:

I purchased from one farmer 1 dozen of eggs; weight, 24 oz, 60c per doz, equals 2½c per oz., or 40c lb.; 1 dozen of eggs; weight, 24 oz. 60c per dozen., equals 3 1/3c per doz., or 53c lb.; this means that the consumer just paid 13c per lb. more for the poor eggs, and the farmer got that much more for his poor eggs than the other man did for his good eggs. What inducement is there for a man to keep good hens? Let the retail trade get after this and get the Government to make a law selling eggs by the pound only. I wrote the Food Controller about this and note in local paper that the Government at Ottawa are making standard of eggs 24 oz. per doz. The high cost of living is when you pay for what you don't get. Farmers frequently stand on the market here and sell these large eggs and then come to the store and try and work off his small ones, and if he is a good customer it is hard to turn them down, and once purchased they have to be worked out and the consumer gets it in the neck or pocket. Now we are in a period of drastic changes let us get after this at once.

A Grocer.

NO ORDERS FOR ONIONS OR HOGS

R. Robertson, representative in the West of the Department of Food Control, recently stated to the members of the Fruit Growers' Association at Victoria, B.C., that so far there were no export orders in sight for onions, hogs or even potatoes.

BRITISH INDUSTRIES FAIR OPENS IN MARCH

The British Industries Fair, a commercial development of since the war days will open its fourth annual exhibition in Glasgow, March 11 to 22. The fair will comprise the following trades: textiles, ready made clothing, boots and shoes, foodstuffs and domestic chemicals.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Feb. 26.—In the fruit and produce sections wholesalers are seeing February go out without regret. It has been a very poor month for business. Grocery wholesalers speak more cheerfully. Butter remains firm and a rise is predicted, as the price is said to be stiffening in Alberta, the present chief source of supply. Local fresh eggs are still a negligible quantity. Fresh eggs from Washington State are being sold at 54c. Lard advanced to 28c. Dessert apples are getting scarce, and have advanced from $2.10 to $2.25 a box. Oranges are firm at $5 to $7.50 a box.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	165 00
Do., Siam, No. 2	....	150 00
Beans, Japanese, per lb	....	0 14½
Beans, B.C., white	....	0 18
Potatoes, per ton	27 00	35 00
Lard, pure, in 400-lb. tierces, lb.	....	0 28
Butter, fresh made creamery, lb.	....	0 52
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Eggs, Washington	....	0 54
Cheese, new, large, per lb	....	0 25
Oranges, box	5 00	7 50
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Feb. 26.—Rolled oats made two advances of 25c this week, and is now selling at $5.25, and is likely to go even higher. Corn syrup dropped 75c a case on 2's, 60c on 10's. Nugget shoe polish advanced to $1.15. Kellogg's corn flakes are now $4 a case. Other brands are expected to follow. Jobbers who have been below market on rice have now advanced their prices. Keen's mustard, ink, cornmeal in packages, and canned lobster are all higher this week. Local new-laid eggs are selling at 60c; California at $16.50 a case. Kootenashi beans are offered at $12.35 to arrive. Dairy butter is scarce.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl	....	10 45
Molasses, extra fancy, gal	....	1 05
Rolled oats, 80s	....	5 25
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	4 00	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	0 46	0 47
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	17 40
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 60
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 15	5 50
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 20	6 85
Raspberries, 2s, Ontario, case	6 20	6 85
Apples, evaporated, 50s, lb	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 00
Salmon, pink, tall, case	....	9 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	38 00
Navel oranges, case	4 50	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Feb. 26.—Some new laid eggs have been coming to local market this week and it is expected this will affect egg market as soon as greater numbers arrive from country. A slight decrease in corn syrup amounting to 50 cents case was noted. Tapioca has declined to 15 cents pound. There have been some advances in jams amounting to one dollar per case. Standard flour on market and shows decline of 45½ cents per barrel on old prices of white flour. Price of Wales and Briar tobaccos are higher. Old prices were ten plugs for 86 cents while the new price is 11 plugs for 94 cents. La Preferencia cigars advanced 50 cents per thousand. Cotaline is quarter cent higher, quoted at 27⅝ cents. An advance of 50 cents to dollar expected in some lines of cereals.

REGINA—

Beans, small white Japans, bu	....	6 60
Beans, Lima, per lb.	....	0 22
Flour, No. 1 pats., 98s, per bbl	....	11 20
Molasses, extra fancy, gal	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	10 00
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 45
Lard, pure, 3s, per case	....	16 80
Bacon, lb.	....	0 42
Eggs, new-laid	....	0 46
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

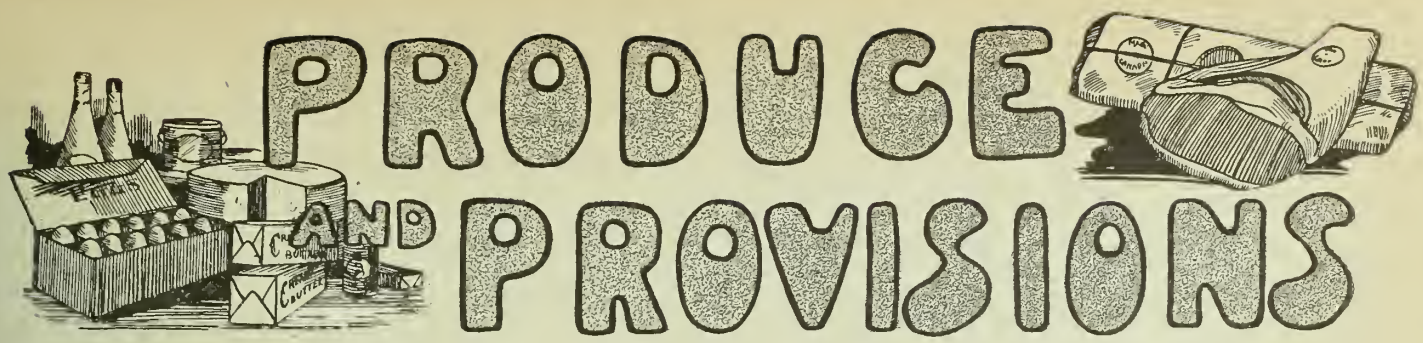
St. John, Feb. 26.—This market is absolutely bare of molasses at present, and there are no quotations on this product. Yellow-eyed beans have advanced to $10.10. Rice has reached $9 a hundred. Eggs are very scarce, and are selling at from 48c to 50c. Compound lard advanced a cent to 27c-27½c. Corned beef is offered in a wider range at from $4 to $4.40. Salmon cohoes are quoted at $14.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal	....	....
Rolled oats, bbl.	....	12 25
Beans, yellow-eyed	....	10 10
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case	0 48	0 50
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	....	0 47
Butter, dairy, per lb	0 40	0 42
Butter, tub	0 38	0 40
Margarine	....	0 33
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 27	0 27½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gals., N.B., doz	....	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Salmon, Cohoes	....	14 00
Salmon, Pinks	....	11 00
Salmon, Chums	....	8 50
Sardines, domestic, case	....	6 75
Cream tartar	0 78	0 79
Currants, lb.	....	....
Raisins, choice, lb.	0 12¼	0 12½
Raisins, fancy, lb.	0 12¾	0 13
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 39	0 40
Candied peel, orange and lemon	0 32	0 33
Apples, N.S., bbl.	2 50	6 00
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs	2 90	3 00
Lemons, Cal., Messina, case	7 50	8 00
Oranges, California, case	7 50	8 00
Grapefruit, case	5 00	6 00

FOOD BOARD SAMPLES WHALE MEAT

A shipment of fifty pounds of whale meat has come to the Canada Food Board from the Victoria Whaling Co., of Victoria, B.C. Members of the Food Board and its staff will try the meat of the value of which as a food much has been written of late.



Increasing Demand for Fresh Water Fish

In Ontario Lake Fish Must be Caught Under Government License or Contract, and May be Obtained Through Municipalities or Government Agents—Merchants Should Make Sure That Fishermen They Buy From Are Authorized

A GROCERY firm interested in supplying the demand for fresh water fish has enquired under what conditions they may buy lake fish from the actual fishermen, having been informed that it is illegal to buy fish from Indians. From the Ontario Government information on this point was obtained by CANADIAN GROCER, and sent direct to the enquirer, but the matter is of interest to other merchants, so the following ascertained facts are given here.

Fishers Under License

"No one shall fish by means other than by angling or trolling, excepting under lease, license or permit from a duly authorised officer of the Provincial Government," says Section 4 of the "Special Fishery Regulations" of Ontario, and this makes the business of fishing for the market illegal if unauthorised by such licenses. Though Indians are as a general principle not permitted to sell, trade, or barter fish which they are allowed to catch for their own consumption in Indian Reserve waters, it is possible for Indians to secure the necessary license from the Government. Some Indians do so, and do fish quite legally for market. But before buying fish regularly from any vendors not known to him, the merchant interested would be well advised to consult the Game Warden of his district, and ascertain whether the fisher offering the fish is duly licensed.

Fish Sold First to Government

Fish caught under license are saleable in the first instance to the Government. The Government arranges for their resale to qualified and accredited retailers through the municipal authorities of the various centres where merchants can find a ready market for these fish. Any merchant who has a market for fish can secure supplies through the Government or his municipality, when the spring brings open water on the lakes. Some fish are actually being secured now in marketable quantities by licensed fishermen operating through the ice on Lake Nipigon in weather forty below zero. Fifteen or twenty tons of fish were caught in a few days by these men, according to reports received by Hon. F. G. Macdiarmid, Minister of Public Works and Fisheries for Ontario.

FRASER'S SELECTION OF FISH FOR LENT

Choice Salt Salmon	18c per Lb
Choice Salt Salmon Trout	15c per Lb
Choice Salt Mackerel	17c per Lb.
Choice Salt Labrador Herrings	60c per Doz
Fraser's Special Smoked Kippers	18c per Pair.
Fraser's Special Smoked Bloaters	90c per Doz.
British Columbia "Gold Eyes" (on Friday only)	10c Each
Fraser's Special Dried Cured Smoked Finnan Haddie, some weight up to 5 pounds. Thick, Meaty, Fish	22c per Lb.
Halifax Boneless Codfish, 1 pound boxes	25c per Box
Halifax Boneless Codfish, 2 pound boxes	60c per Box
Halifax Boneless Codfish, 3 pound boxes	75c per Box
Shredded Codfish for Fish Balls	20c per Pkg.

Fish in Tins, Glass, Etc.

	Each.	Per Doz
Edgar Brand Sprats, in tins	25c	$2.75
Fresh Lobster Meat, in jars	40c	4.85
Lobsters, in ¼ lb. tins	25c	2.75
Lobsters, in ½ lb. flat tins	40c	4.50
Lobsters, in 1 lb. flat tins	65c	7.50
Labrador Fresh Boiled Salmon (nothing like it), 1 lb. flat tins	40c	4.50
Marshall's Scotch Kippers, in tins (plain)	30c	3.60
Marshall's Scotch Kippers, in tins (tomato sauce)	30c	3.60
Marshall's Scotch Finnan Haddock, in oval tins	45c	5.00
Marshall's Fresh Herrings, No. 1 tall tins	15c	1.75
C. & B. Scotch Kippers, in oval tins,	35c	4.00
C. & B. Plain Kippers, in oval tins	40c	4.50
C. & B. Yarmouth Bloaters, in oval tins	60c	6.75
Canadian Canned Finnan Haddies, No. 1 round tins	25c	2.75
Canadian Canned Finnan Haddies, in ½ lb. tins	15c	1.75
Canadian Herrings in Sauce, No. 1 oval tins	20c	2.25
"Bloco" Pickled Shrimps	20c	2.25
Clam Bouillon, small bottles	40c	
Clam Bouillon, large bottles	65c	
Banquet Clam Broth, medium bottles	65c	
Banquet Clam Broth, small bottles	40c	
Clams, Little Neck No. 1	30c	3.25
Russian Caviare, small tins	90c	
Russian Caviare, medium tins	1.75	
Russian Caviare, large tins	2.25	
Russian Caviare, small stone crocks	.50	
Norwegian Caviare, in jars	.50	
Anchovies in Oil, medium bottles	.75	
Anchovies in Oil, large bottles	1.00	
California Tuna Cuts, in Olive Oil, solid pieces, no shreds, in ½ tins,	.30	3.25
Normanna Soused Mackerel, most delicious, in oval tins	.25	2.50
Normanna Small Mackerel (Sardine size), in Olive Oil	.25	2.50
Normanna Mackerel, in Bordelaise Sauce, oval tins	.25	2.50
Normanna Boneless Kippered Herrings	.20	2.00
Normanna Herrings in Tomato Sauce	.20	2.00
Clam Chowder, "Scarboro Beach," small tins	.20	2.25
Clam Chowder, "Scarboro Beach," large tins	.40	4.50
Tunny Fish, imported	.50	5.50
Clover Leaf Salmon, ½ lb. tins	.35	4.00
Deep Sea Golden Haddies, ½ lb. tins	.18	2.00
Deep Sea Golden Haddies, 1 lb tins	.25	2.65
Lunch Haddies, ½ lb. tins	.15	1.60

French and Portuguese Sardines

	Per Tin.	Per Doz
Groton Brand Boneless, ⅛s	.75	$8.50
Nepleton-Grivart Boneless, ⅛s	.60	6.50
J. Benoit & Co., ¼s	.40	4.50
Frederick Delory ⅛s	.40	4.50
Berard-Cocary, ⅛s	.35	4.00
Blanca Frein & Co., ⅛s	.25	2.75
Teyssonneau's Royan aux Acharde, aux Truffle Sardines, packed with pickles and truffle	.40	4.50

Norwegian Sardines

	Each.	Per Doz.
Skipper Brand, ¼ s	.30	$3.50
Holbrook Brand, ¼s	.30	3.50
Snow Clad Brand, ¼s	.25	2.75
Snow & Ice Brand, ¼s	.25	2.75
Broadlands Brand, ¼s	.20	2.25

American Sardines

Sea Crest Brand, in Sauce, ¼s	.30	$3.50
Sapphire Brand, ¼s	.30	3.50
Negco Smoked, ¼s	.25	2.75

Just Received

25 Cases Genuine "Messina" Bitter Oranges for Marmalade, 85c per Doz.

FRASER, VIGER & CO., Limited

Italian Warehouse, 211 St. James Street.
North-End Branch, 235-237 Laurier Avenue West.
MONTREAL.

How a Montreal grocery house features Lenten needs.

Use of Fish for Food Increases

In the latest report of the Department of Game and Fisheries of Ontario, D. McDonald, Acting Deputy Minister, writes:—

"The demand for fish by the public has increased considerably owing to the high cost of meat, and there should be a means of lessening the expenses of living. The residents of Ontario have not been educated to the use of this food, and, strange to say, many places, villages and towns inland only a few miles from some of our principal fishing ports will have several butcher shops, while the residents will never see a fresh fish from the beginning to the end of the year save those caught by hook and line in the nearby streams."

E. Tinsley, superintendent, also writes: "In consequence of the present high price of meat, a far larger amount of fish caught in the waters of the Province should be available for home consumption."

$3,000,000 Worth of Fish

The latest figures showing the catch of fish of all kinds in the Province of Ontario are contained in the report dated 29th March, 1917. The amount of fish caught in the lakes of the province comes to 41,187,051 lbs. This includes herring, whitefish, trout, pike, pickerel (doree), sturgeon, perch, etc., tullibee, carp, catfish, mixed and coarse fish. The catch is considered a particularly good one, but represents what can be expected from the waters of Ontario in way of food supply under good conditions. The value of the fish and fish products comes to $3,341,181.00. These fish were, of course, disposed of in ordinary market by the fishermen employed in the industry at large. The Government is arranging at present to meet the demand for fish as a meat substitute by supplying fresh fish at cost, and as soon as the waters are free from ice this enterprise, in the interests of national food economy, will make more progress. In the meantime the attention of retailers of foodstuffs is being more and more directed towards fish as a food, stimulated by the increasing demand on the part of the consumers.

Still After Egg Men

W. F. O'Connor Still Confident of Excessive Hoarding — Figures Probably Correct But Conclusions Erroneous —No Overplus of Eggs at Present

W. F. O'Connor, the Cost of Living Commissioner, has just given to the public his report of produce holdings on February 1. While he contents himself with supplying figures, the Commissioner is in an unassailable position, because presumably these figures are correct. When, however, he ventures into the realms of business, and makes deductions from these figures, his fine position of unassailability deserts him, and he becomes among the most fallible of investigators.

A Changed Situation

"As to egg holdings," states the Commissioner, "it is about time for storage eggs to come off the market." This contention, while as a generalization it may be absolutely true, as a matter of fact hardly proves Mr. O'Connor to have a thorough grasp of the present situation. Under average conditions storage stocks would be in process of release at this season, and that is the fact that accounts for the smaller holding on February 1 last year. At that time storage stocks had been largely disposed of because conditions warranted the belief that market conditions made such a release advisable. Conditions are not the same this year, however. Were storage stocks disposed of as freely this year as last, there might be a temporary decline in price due to forced selling. But this lowered price would unquestionably be followed by an increased demand, and inside of a couple of weeks Canada would be short of eggs, and buyers would be attempting to buy in a market bare of adequate supplies, with resulting price conditions that even the Cost of Living Commissioner should be able to foresee.

Wrong Conclusions

Mr. O'Connor's figures may be perfectly correct, but the use that he makes of them is not. CANADIAN GROCER protested, at the time his initial report on the egg situation appeared, the fallacy of comparing January 1 figures with February 1 conditions. Mr. O Connor has in his second report adopted a somewhat different attitude, but again he draws an erroneous comparison. The comparison of the stocks on hand February 1, 1917, and the stocks on February 1, 1918, are interesting, but cannot be used to bolster up any conclusions because the conditions in the two years happen to be absolutely dissimilar. During the month of February, 1917, there were light stocks of eggs in storage. This was partially accounted for by heavier exportings, but mainly to the fact that mild weather conditions had induced a very considerable production of fresh eggs. Supplies in the United States, too, were readily procurable, and were coming into Canada in very considerable volume. Holdings at that time and under those conditions are compared by Mr. O'Connor with present holdings and present conditions. At present the storage is the only source of supply. Production according to the Government's own reports is a negligible factor, and short supplies and prohibitive prices preclude the calling on the American market for any considerable assistance. Take a case in point, the stock sheets of one large concern show that on February 1, 1917, there were in stock 200 cases of eggs. This year that same company on the corresponding date showed slightly over 1,800 cases on hand. Mr. O'Connor would at once announce an unjustifiable accumulation in this ninefold increase. These 200 cases, backed by a satisfactory production and substantial imports was sufficient to provide for two weeks' business. The 1,800 cases that had to meet unassisted the demand of the consumer were just sufficient to meet the requirements of a similar two weeks' trading.

LICENSES FOR GROCERS

Licensed groceries and liquor shops in Montreal to the number of 350 will be allowed to carry on their business of liquor selling until May 1, 1919, when total prohibition comes into effect, following the granting of their licenses yesterday by the License Commissioners.

SASKATCHEWAN BUTTER

The total output of butter from the creameries of Saskatchewan in 1917 amounted to 4,240,000 pounds. During the year marked conditions were very favorable and good prices were obtained. In the past most of the surplus butter manufactured by the Saskatchewan creameries has found a sale on the Vancouver market, but last year several carloads were sent to Montreal and one to Toronto.

LAUDS "CASH AND CARRY" SYSTEM

(Continued from page 28.)

Mr. Marlatt thinks that cash and carry is the only system of merchandising in the modern grocery store. He follows the principle of selling close without cutting prices.

Good Profit on Wrapped Bread

Mr. Marlatt significantly points to the fact that his profit on the sale of a six cent loaf of wrapped bread alone, pays for the rent of his store. He has a lease which costs him $300 per year.

Mr. Marlatt says that the small difficulties to be expected in adopting such a system are easily overcome when the advantages to the customer are pressed home.

"Begun as a patriotic movement it has turned out as a good money maker and has resulted in a reduction in prices all through," says Mr. Marlatt. "All that is required is a little nerve to make such a complete change in the system of merchandising."

CHANGE IN BAKING POWDER PACKAGES

(Continued from page 22.)

tin container would be a disastrous change.

Realizing, however, that some action will have to be taken in the matter some manufacturers are adopting the idea of the elimination of the smaller sized containers, which it is believed would result in large saving in tin plate, as the best way out of the difficulty. Many manufacturers, oppose this move on the ground that it would work a great hardship to the poorer classes who would not be able to afford 30 or 40 cents for a pound tin though they could afford to expend 10 cents. This tendency toward the smaller sizes has been a growing one, as with the rising cost of materials, the manufacturers have adopted smaller sized tins so that they would not have to dispense with the recognized prices.

Small Package is Costly to Consumer

On the other hand it is strongly urged that the change would not be as serious a hardship to the poor people as would at first appear. Roughly speaking the 10 cent size or 2 oz. tin costs the customer about 80 cents a pound. The half pound tin would roughly cost the customer at a rate of 54 cents a pound, the pound tin would cost 40 cents and the 5 pound tin 32 cents. It would appear from this contention that the poor person, or the people who for one reason or another buy baking powder in small quantities, pay a totally disproportionate price for the actual powder. It is not of course suggested that the figures quoted above are necessarily standard, and it is certainly not suggested that the manufacturer makes any greater profit on the small tins than on the large, the increased price for the commodity being of course consumed in the disproportionate cost of the package.

The champions of the large package, that is the pound size or larger, urge that if on a certain date the Food Control Department should put the ban on small baking powder tins, giving the manufacturer of course the right to dispose of stocks of tins already on hand, this change might be accomplished without serious difficulty. There would be a certain disorganization of course incident on such a change, but the champions of the scheme see some form of regulation on the horizon, and therefore of two evils they are choosing the one that to them appears the least. No definite decision has been made in the matter, and that decision must of course come from the Food Control Department. It is certainly well within the realms of possibility, however, that the small sized baking powder tins may in the not very distant future be legislated out of existence.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

INTIMATIONS made a short time ago that the United States Department of Food Control was likely to relax the tight embargo on margarine seem in a definite way of realization. One large importer reports that he has been able to secure permit to bring some goods forward. A carload of margarine came into Canada on Saturday last, another is on the way and permits have been issued for shipment of additional stocks. This will come as welcome news to the Canadian consuming public, as it was feared at one time that no further shipments would be allowed to come from the United States.

New-laid eggs are in weak market. Slight declines were registered during the week and others seem in prospect in the near future. Production of new-laid eggs both in Canada and the United States has been mounting rapidly. In the United States markets there was a sharp break of 10½c per dozen during the week, and Canadian importers were induced to buy eggs in that quarter for the Canadian consumers. Storage eggs have ceased to be of active interest.

Butter was in firm market, with fairly good demand and prices maintained. Lard market gives evidence of strength. Shortening supplies are still insufficient to meet the requirements of the trade. Poultry receipts were light and prices were maintained. Business in produce and provisions has been fairly active.

Bacon Higher; Hogs Still Scarce

Montreal.

PROVISIONS.—Hog receipts continue to be very light, and even though the weather gives promise of being better, it is inevitable that poor roads will prevent the better delivery of hogs for a time, even after the snow disappears. It is expected that there will be a good supply of well-fattened hogs to market. In the meantime the prices are firm, and are quoted from $20 to $20.50 per 100 lbs. The dressed are holding firm, in sympathy with the prices for live, at $27.50. Demand is fairly good. Dry salt meats are firmer, and have been marked up 2c per lb. Cooked and roast hams and shoulders are very firm at slightly higher prices, the boiled selling as high as 48c per lb.

Hogs, dressed—		
Abbatoir killed	27 00	27 50
Hogs, live	20 00	20 50
Hams—		
Medium, per lb.	0 32	0 33
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	0 44	0 45
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 31	0 32
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	....	0 47
Shoulders, boiled, per lb.	....	0 40
Shoulders, roast, per lb.	....	0 42

Lard Is Very Strong With Prices Firmer

Montreal.

LARD.—Tendencies have been very firm this week, and the price spreads are fewer. This is a direct result of lighter supplies, and as spot stocks decrease the prices advance. While no new levels have been reached, there is a decidedly strong market. Demand has been good and jobbers have had a reasonable demand from various sources. Prices are as follows:

Lard, Pure—		
Tierces, 400 lbs., per lb.	....	0 30
Tubs, 60 lbs.	0 29¾	0 30
Pails	....	0 30½
Bricks, 1 lb., per lb.	....	0 31½

Light Delivery Of Oils Keeps Shortening Up

Montreal.

SHORTENING.—The scarcity of cottonseed oil has had the effect of firming the market for shortening, and, while the prices are held unchanged, there is a firmness of tone to the market, which will probably continue until deliveries of oil improve. This is probable if the present fine weather continues, although the congestion will not be relieved for some time. Trade continues quite satisfactory.

Tierces, 400 lbs., per lb.	....	0 26
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	0 26	0 27¾

New-laid Eggs Freer With Storage Decreasing

Montreal.

EGGS.—A better delivery is being made of the new-laid eggs, and as a consequence prices are easier. The spread of price that has obtained for so many weeks on these has been reduced, and if Chicago prices were paid and new-laids delivered here by express from there they could be laid down for 56c per dozen. Sixty-five cents is the price at this writing, and this will probably be reduced if the good weather continues. Storage eggs are coming in from time to time, but these are quickly absorbed at maintained prices, and in some quarters 2c higher is being asked. The receipts of eggs from outside as compared with last year's are less than one-half. With an active demand it is thus readily seen why prices should have held so well for the past weeks.

Eggs—		
New-laid (specials)	....	0 65
Selects	....	0 56
No. 1's	....	0 52

Continued Light Receipts Of Poultry; Prices Hold

Montreal.

POULTRY.—In view of the continued light receipts of poultry prices are still holding firmly, but without change. The demand has been, and continues to be, good, and in some quarters it is stated that tendencies are to higher levels. Shipments of live poultry are confined, although with better weather this condition should doubtless improve. Stocks of storage poultry are said to be very much lighter than they were a year ago at this season. Quotations are as follows:

Poultry—		Dressed
Old fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	....	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 37
Geese	0 27	0 28

Some Margarine Still For Sale At Firm Prices

Montreal.

MARGARINE.—There is some margarine still in certain quarters, while the deliveries of the product from the States have been curtailed. Some jobbers are yet hopeful that supplies will be permitted to come forward. The established demand keeps fairly good, and prices are maintained without change. Jobbers would be very pleased to receive some definite word that the authorities would permit the product to come forward again from the United States.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Decreasing Receipts; Firmer Butter Prices

Montreal.

BUTTER.—There is a decidedly good demand for butter and the prices have been well maintained. In fact there is an advance this week in the price of storage creamery, prints selling at 52 cents and solids at 51 cents. This represents an advance in each case of 1 cent per lb. Supplies are getting smaller, it is stated, and with the margarine deliveries so curtailed it is probable that butter will be in a strong position for some weeks. Recent deliveries have been better, but the quick absorption has prevented any easing of the price. As compared with a year ago the receipts show a very considerable falling off. Notwithstanding this, it is stated

that there is still a certain amount of butter to come forward from the West.

Butter—		
Creamery prints, storage	....	0 52
Creamery solids, storage	....	0 51
Creamery prints (fresh made)	0 49	0 50
Creamery solids (fresh made)	....	0 48½
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	....	0 39

Lent Increases Demand For Cheese

Montreal.

CHEESE.—Lent has had the effect of stimulating the demand for cheese, and this is quite noticeable. The decreased consumption of meat is thus responsible for the greater use of this useful substitute. Prices are maintained, though unchanged, and it is stated that there is enough for the immediate and near future trade although not much more. Some considerable quantity is still here to go forward on order of the Cheese Commission as transportation is available.

Cheese—		
Large (new), per lb.	0 22½	0 23
New twins, per lb.	0 22½	0 23½
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Demand For Fish Good; Some Lines Lower

Montreal.

FISH. There has been a good demand for fish throughout the past week. Some lines have become scarcer, such as fresh haddock. Oysters, prawns and shrimps are cheaper, while halibut and tom cods are reduced to lower levels. Lines have been reduced through the active Lenten demand, and as weather permits better fishing and improved transportation a more favorable market is anticipated. Fresh haddock and codfish are firmer in consequence of the barer market this week. Arrivals of tom cod and smelts have eased prices somewhat. It has been a peculiar season for frozen lake fish, as the demand has been limited, notwithstanding the fact that the catch has been only about twenty per cent. of normal. The public seems more or less indifferent to this class of fish.

SMOKED FISH.		
Haddies	0 15	0 16
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50
SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 50	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.	....	24 00
Do., tierces	....	34 00
Salmon (B.C. Red)	....	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	9 50	10 00
Green Cod, No. 1, per bbl.	....	15 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.	....	22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	....	0 17
Codfish (Skinless), blks. "Ivory" Brd.	..	lb. 0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	16 00
Do., half barrels	....	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16
SHRIMPS. LOBSTERS		
Lobsters, medium and large, lb.	0 50	0 60
Prawns, lbs.	....	0 30
Shrimps, lb.	....	0 30
Scallops	....	4 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	....	0 08
Herring, frozen lake, lb.	....	0 06
Halibut	20	21
Haddock, lb.	08½	09
Mackerel	14	15
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 00	4 25
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gasoe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	2 25	2 50
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	11 25
3 gal. (wine) cans	....	6 75
1 gal. (wine) cans	....	3 00
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 11	0 12
Steak cod	0 12	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18
Mackerel, per lb.	....	0 14

Live Hogs Are Again Higher

Toronto.

PROVISIONS.—With rather light arrivals of live hogs during the week prices were in a firmer trend, an advance of 50c per hundred having been recorded, making price of fed and watered variety $19.25 and off cars at $19.50. Roast hams without dressing were firmer with an advance of 1c per pound from the lower quotations of last week, making the range from 46c to 50c per pound. Prices on other provision lines held unchanged. A fairly good demand is reported for provisions.

Hams—		
Medium	....	0 33
Large, per lb.	0 27	0 31½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 44	0 49
Bacon—		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 35	0 40
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 46	0 50
Shoulders, roast, without dressing, per lb.	0 41	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	57 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed, 70-100 lbs. weight	....	26 50
Live, off cars	....	19 50
Live, fed and watered	....	19 25
Live, f.o.b.	....	18 50

Insufficient Supplies Of Shortening Materials

Toronto.

SHORTENING.—Supplies of shortening are still insufficient to meet the requirements of the trade. Some stocks of cotton seed oil have been coming forward but they are not in volume large enough to meet the requirements of manufacturers. The United States Government gives no indication that there is likely to be any greater freedom in the quantity of raw materials which will be permitted to come through. Prices were firmly maintained on the basis of 26c to 26¾c per pound tierces.

Shortening, tierces, 400 lbs., lb. 0 26 0 26¾
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Pure Lard Still Maintains Firmness

Toronto.

LARD.—A firm market was maintained for pure lard during the week, induced by reason of the light supplies of live hogs with the attendant higher price, together with the small stocks of shortening. There is a good demand for lard, prices holding firm at 29½c per pound tierce basis.

Lard, pure tierces, 400 lbs., lb. 0 29½
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Permits Secured For More Margarine

Toronto.

MARGARINE.—It now seems definitely assured that supplies of margarine are to be allowed to come into Canada from the United States. Permits have been issued to some of the large importers. A carload of margarine came into the city on Saturday last, another is on the way and permits have been granted for still other shipments according to one of the dealers. From this it would seem that the United States Department of Food Control intends to let supplies come to Canada but perhaps under strict surveillance and only in such quantities that will not deprive their own consuming public. Prices held unchanged during the week, with demand keeping up well.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Market Firm; Prices Hold Unchanged

Toronto.

BUTTER.—There was a firmness in the butter market during the week with prices unchanged from the quotations of last week. There is a good demand at the present time. Stocks are ample, there being no intimation that stocks

are likely to be depleted in the near future. Now that margarine is apparently to be allowed to come forward from the United States it is probable that dairy butter may be expected to develop some weakness. However, much depends on the amount of margarine that will be allowed to come forward.

Creamery prints, fresh made	....	0 52
Creamery solids, fresh made	0 49	0 50
Creamery prints, storage	....	0 50
Creamery solids, storage	....	0 49½
Dairy prints, choice, lb.	0 40	0 44
Dairy prints, lb.	0 36	0 40

New-Laid Eggs On Downward Trend

Toronto.

EGGS.—Production of new-laid eggs both in Canada and the United States showed considerable gains during the week. In the Chicago market there was a big decline in price during the week, prices having droped 10½c per dozen within four days during the latter part of last week and the first part of present week. Dealers in this market have been bringing eggs from the United States during the week under the stimulus of a favorable price. Prices locally were down in the neighborhood of 2c per dozen for new-laid with indications that they would be considerably lower in the near future.

Eggs—		
New-laids, in cartons	0 60	0 62
Do., loose, doz.	0 58	0 60
Storage, No. 1, ex-cartons	0 51	0 52

Movement Of Cheese Still Not Active

Toronto.

CHEESE.—Local demand for cheese still continues light. Consumers have not taken hold of this commodity in the manner which the price seems to justify when compared with other food products. Prices were steady during the week, there being no indication that the Commission is likely to increase its paying price.

Cheese—		
New, large	0 22¾	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Demand For Poultry Better Than Supply

Toronto.

POULTRY.—There is very little fresh poultry reaching the market at the present time. About the only line reaching the dealers is chickens, which are in limited numbers. Geese, turkeys and ducks receipts are now practically nil. Prices held unchanged. Demand is fairly good for fresh poultry, being better than the supply as a matter of fact.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	0 25- 0 27	0 33- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.	0 23- 0 25	0 22- 0 26
Hens, under 5 lbs.	0 26- 0 27	0 26- 0 27
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 30
Chickens, under 4 lbs.	0 23- 0 25	0 26- 0 28
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	$0 28-$0 30
Ducks	0 30- 0 32
Chickens	0 30- 0 32
Do., milk-fed	0 33- 0 35
Turkeys	0 36- 0 40
Geese	0 20- 0 27

Shipments Of Fish Greatly Restricted

Toronto.

FISH, OYSTERS—Owing to the snowstorms and recent thaws, with intermittent freezing weather, conditions have been such that shipments of fish to wholesalers have been greatly restricted during the week. Many of the cars are held up at wayside stations, where they have been held owing to the ice in the switches. From the Western districts the snowstorms have practicaly buried the cars and have thus held up shipments from that section. With the continuation of recent mild days there will be a better movement of fish of all kinds, particularly sea fish. Whitefish and trout are scarce. Halibut was in stronger market during the week, prices having advanced ½c per pound at 19½c and 20c per pound. Oysters are in very light supply, the market being practically bare. Prices were firmer at $2.70 to $2.75 per gallon. Shell oysters are also very scarce.

SMOKED FISH.		
Haddies, per lb., new cured	0 14	0 15
Chicken haddies, lb.	....	0 12
Haddies, fillets, per lb.	0 15	0 18
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 65
Digby herring, skinless, 10-lb.	....	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod, 2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	....	0 13
Skinless cod, 100-lb. boxes, lb.	....	0 11
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits 15 lbs.	....	....
Labrador salt herring, barrels	....	11 00
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19½	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	....	0 20
Do., Restigouche	....	0 27
Haddock, headless and dressed, lb.	0 09	0 10
Herrings, frozen	....	0 06
Steak, cod, lb.	0 09½	0 10½
Haddock, market, lb.	0 09	0 10
Cod, market, heads on, lb.	0 09	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	0 07	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 12	0 17
Do., No. 2, lb.	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	....
Herring, Lake Erie, pan frozen	....	0 10
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	....	....
Mullets, frozen, lb.	0 06½	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 70	3 25
Blue points, bbl.	....	....
Malpeque, bbl.	....	14 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

New-Laid Eggs Not Plentiful As Yet

Winnipeg.

PRODUCE AND PROVISIONS.—The market on hogs is still very high in Winnipeg, much too high to please Eastern buyers. There is a possibility it might go lower. The reason it went so high was that the demand from local packers was so heavy. Live hogs are bringing around $18.75. Eggs.—There is still a very marked scarcity of all grades of eggs, and the outlook is for continued scarcity until new stock arrives. Storage eggs are practically all cleaned up. Thus it will be seen that everything depends on the weather. It would seem that with the mild weather of last week end receipts should improve from now on. Butter.—Creamery butter jumped 2c lb. last week, No. 1 creamery in cartons selling for 50c and No. 2, 48c. There is a marked shortage of creamery butter which accounts for this advance. Unless supplies are forthcoming the market will go higher. Dairy butter is unchanged. There is quite a demand for margarine, and quite a number of the jobbers have supplies on hand, recently received from the American side.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 33
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 38	0 39
Breakfast, select, lb.	0 42	0 44
Backs, regular	....	0 44
Backs, select	....	0 46
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 27½
20s	....	5 30
Cases, 5s	....	17 05
Cases, 3s	....	17 10
Shortening—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 00
Pails, 20s, net	....	5 10
Fresh Eggs—		
No. 1 candled	0 47	0 48
Select	0 47	0 50
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 50
Fresh made creamery, No. 2	....	0 48
Dairy, prints, No. 1 stock	....	0 40
Dairy, regular run	0 37	0 38
Margarine—		
No. 1	....	0 32
No. 2	....	0 30
No. 3	....	0 28

Bloaters Advance To $2.40 Per Box

Winnipeg.

FISH.—The only change announced this week is an advance of 40c per box on bloaters, which are now bringing $2.40. This is for new stock. The big sellers continue to be white fish, pickerel and halibut, salmon and trout following close behind.

Pickerel, box lots	....	0 10¾
Whitefish, box lots	....	0 10¾
Haddock, frozen	....	0 10
Salmon, frozen	....	0 23
Halibut, frozen	....	0 20
Cod, frozen	....	0 12
Kippers, boxes	....	2 25
Bloaters, boxes	....	2 40
Lake trout, box lots	....	0 10¾
Mackerel, frozen	....	0 15
Finnan haddie, 30-lb. boxes	....	0 17
Finnan haddie, 15-lb. boxes	....	0 17½
Salt herrings, new, ½ bbl.	....	7 25
Salt herrings, 20-lb. pails	....	1 85
Smelts, Pacific Coast	....	0 18
Brook trout, frozen	0 35	....
Sea herring	....	0 07½
Flounders	....	0 09
Jackfish, box lots	....	0 07½
Tulibees, box lots	....	0 07½
Mullets	....	0 05
Perch	....	0 10½
Soles, lb.	....	0 11
Poultry—		
Roasting chickens, lb.	....	0 22
Fowl, lb.	....	0 19
Domestic ducks	....	0 24
Turkeys	0 28	0 30

Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

Mince Meat

Fresh Green Apples, the Best of Dried Fruits and you have the Best Mince Meat on the Market. In these days of high prices recommend it to your customers.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who NEVER got rich who did not make his **OWN SAUSAGE.**

Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO
TORONTO—114 York St., Near King
MONTREAL—D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

SMALL'S MAPLE SYRUP

Maple Butter

Maple Sugar

World's Standard For Nearly One Hundred Years
AT ALL JOBBERS

SMALL'S, Limited - Montreal, Que.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

"Products that build up and hold trade"

You, as a progressive merchant, anxious not only to *build up* trade in your locality, but to *hold it* in the face of competition, realize that the only sure way to do this is to sell goods in which you can place your confidence.

This is why so many dealers are selling **Davies Quality Products.** It's worth something to know that what you hand to your customers is absolutely good and reliable — and Davies Pure Food Products represent a standard of excellence which the Canadian housewife has learnt by experience she can rely upon.

That's why **Davies Products** are always good sellers.. You can recommend them to your customers with confidence.

It's a pleasure to handle products of this kind—they make friends as well as customers.

Are you handling these Quality lines?

Davies Smoked Meats
Davies Sweet Pickled Meats
Davies Fresh, Smoked and Summer Sausage
Davies Pure Lard
Davies "Peerless" Shortening
Davies Fresh Meat
Davies Cooked and Roast Meats
Davies Pork and Beans
Davies Canned Meats
Davies "Peerless" Pickles
Davies Butter, Eggs and Cheese

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO WINNIPEG

When you display BRUNSWICK BRAND KIPPERED HERRING

You are showing as delicious and wholesome a line as your most particular customer can demand.

Here is a new, bright stock, the pick of the season's catch, put up under conditions that warrant its purity and make repeat selling assured.

There are 4 doz. No. 1 tins to the case. Order a stock now and get a bigger share of the ever-growing fish demand.

The following are also sellers:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

OUT OF THE COMMON

The housewife has grown to realize that all corn brooms are not the same in quality and that it is worth while insisting on a

KEYSTONE "NUGGET" BROOM

Light in weight, high in quality, moderate in price, the "Nugget" is all that a woman looks for in a broom. It is a broom you will like handling.

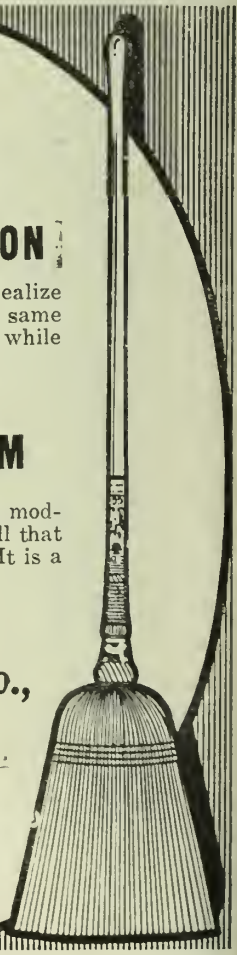
Write for Prices, etc., to

Stevens-Hepner Co.,

LIMITED

Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



If any advertisement interests you, tear it out now and place with letters to be answered.

This Trade-Mark Means More Dollars For Dealers

THE Little Lord Fauntleroy trade-mark—registered—means dollars for you because the Canadian public have tried, tested and found out that it represents **quality** and stands for the highest achievement in the art of biscuit-making.

Dealers everywhere are proud to be identified with McCormick's Jersey Cream Sodas because it means absolute customer-satisfaction and repeat sales—and profits.

And, remember, our continuous newspaper advertising maintains and increases the demand for these good Sodas.

The McCormick Mfg. Co. Limited

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

Makers also of McCormick's Fancy Biscuits

McCormick's JERSEY CREAM Sodas

Extra Delicious and Certain to Satisfy

EASTERN BRAND LOBSTERS

A line you can strongly recommend. Packed on the Magdalen Islands, in the company's sanitary factories. Attractively labelled and specially prepared for the high-class grocery trade.

Ask your wholesaler to supply you with EASTERN BRAND LOBSTER and a trial order of LOBSTER PASTE. Spreads like butter. Dandy for sandwiches.

Write for prices.

Eastern Canada Fisheries, Limited

Head Office: CORISTINE BLDG., MONTREAL

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

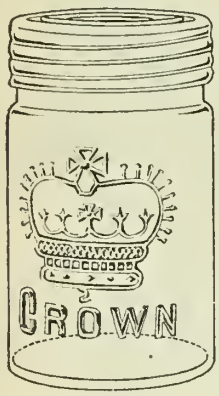
SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.

Made in Canada

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONTARIO

MANUFACTURERS OF

Pickles, Catsup, Sauces, Vinegar, Cider, etc. Queen Quality Pickles, Universal Fruit Sauce, Paragon Pickles, Catsup Relish.

Taylor & Pringle's Products are Good Products

CANADIAN DISTRIBUTORS:—The MacLaren Imperial Cheese Co. Ltd., Ontario, Quebec and the Maritime Provinces. Maclure & Langley Ltd., Western Provinces. Ed. Cutmore, Brantford. Fearman Bros., Hamilton.

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

. If any advertisement interests you, tear it out now and place with letters to be answered. - - -

It is Easy to Sell People What They Want

That is why SUNSET SOAP DYES sell so readily. They appeal because they are practical home dyes, simple, cleanly and most economical. Display

on your counter and see how wonderfully successful they are in making sales. They give such splendid results that a person trying one cake is sure to return for more. They make trade and hold it. They cannot spill like powdered dyes. Colors are true, brilliant and lasting. They contain no acids, therefore will not injure the finest material. Satisfactory and most profitable. A trial order will quickly show you their selling qualities.

FOR PRICES AND TRADE DISCOUNTS WRITE

HAROLD F. RITCHIE & CO. LTD., Canadian Distributors **TORONTO, ONT.**

Manufactured by SUNSET SOAP DYE CO. Inc., New Rochelle, N.Y.

TEA MARKET

Conditions are becoming more complicated each week. We cannot foretell how much more acutely the shipping situation will develop during the next few weeks.

The customers who have acted upon our advice to purchase for their requirements for six months have reason to be pleased at having done so.

Have you protected your trade?

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St. **Montreal**

If any advertisement interests you, tear it out now and place with letters to be answered.

Make Our Advertising Work For You

Sun-Maid advertising becomes **your own** advertising when you display Sun-Maid Raisins. Demand for low-priced but high-value foods has pushed Raisins to the front. Sun-Maid is the only brand of raisins which is advertised continuously.

Sun-Maid Raisins

Three varieties of Sun-Maid Raisins: Seeded (seeds removed); Seedless (grown without seeds); Clusters (on the stem).

California Associated Raisin Co.
Membership, 8,000 Growers
Fresno, California

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England. 408

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomsto Sauce, for hotel and restaurant use (gals.), $12; plain, $10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½lb. packages, 2 and 4 doz. in box, per doz.	1 80
Chocolate Confections—	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income,—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

Money to be enclosed / remitted.

C. G.

Signed .....

.....

Your customers will appreciate

CHICKEN A LA KING

(Blue Seal Brand)

This is a particularly delicious line that's certain to make a big hit with every customer.

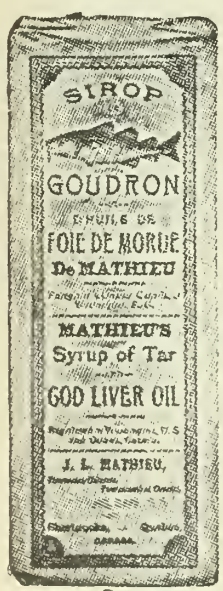
Can be quickly and easily prepared, Wholesome and Economical. Cans are very attractively labeled, making effective displays easy.

Write to-day for trial supply.

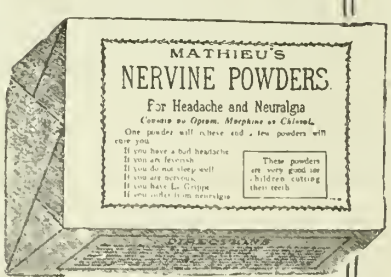
E. W. Jeffress, Limited

Walkerville, Ont.

The Mathieu Lines are always in demand



Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.



J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE, QUEBEC

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn — ½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c, ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold label), individuals, 95s; 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50; 2s, $5.95.
English Plum Pudding—½s, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage — 1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops — ½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken — ½s, $5.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch— 1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans. Tomato Sauce—Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s, $2.05; 3s, $3.25, Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 16
D. S. F., ½-lb.	4 20
D. S. F., 1-lb.	7 50
F. D., ¼-lb.	1 15

	Per jar
Durham, 1-lb. jar, each	0 50
Durham, 4-lb. jar, each	1 75

Ever Give the Wrong Number?

Many people do when they rely on their memory. Save annoyance and delay by *consulting your telephone directory first.* It takes only a few seconds to get the correct number.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent"

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

THE RETAIL PRICE FOR BRAN AND SHORTS

Can you give me any definite information regarding the regulation governing the retail price of mill feeds?—W. A. McMurray, Gilmour, Ont.

Answer.—By order No. 5 the price of mill feeds was set at $24.50 for bran and $29.50 for shorts at Fort William, Ont. To this price is added the freight plus the cost of bags, which makes a delivered price at Toronto of $35.00 for bran and $40 for shorts. This is for the Western ties was set at the following figures:

By a subsequent order No. 14 the amount that may be charged for these commodities was set at the following figures.

When sold by dealers from warehouses not more than 10 cents per bag of 100 pounds may be added to the cost of the product, at the railway station where it is delivered. This would suggest that no cost for delivery from railway to storehouse may be added.

When the delivery is made from the car by the purchaser, not more than 5 cents per hundred pound bag may be added.

Where millers sell direct to the consumer from the mill in less than 10-ton lots not more than 5 cents per bag of a hundred pounds shall be added to the price at which the miller is permitted to sell.

Where the purchaser brings his own bags, then not more than $2.00 a ton may be added to the price for bran and shorts in bulk.

IS THERE A SET PRICE ON FEEDS?

Please let me know if the Government or the Food Controller has passed a law to set a price on flour and feed, such as bran, shorts, oats, etc., sold by general merchants in any place in Canada. And have we to have a license to sell such goods?

Answer.—No license is required by general stores to sell these goods. There is a restriction as to profits to the trade. See answer to former query.

SELLING SUGAR BY HUNDRED

Is a grocer allowed to sell a customer a hundredweight of sugar?—Breslau, Ont.

Answer.—There is nothing to prevent him from doing so if he desires. Under the present conditions it is not always desirable to do so. Supplies are limited, and the wise course is to sell only in normal quantities. It is the buying in large quantities that helps to make the sugar situation acute.

AN EFFECTIVE BOOK KEEPING SYSTEM

Where can I procure matter dealing with an effective system of book keeping for a retail grocery business doing a cash and credit trade?—H. C., Regina, Sask.

Answer.—The Harvard system of accounts for retail grocers, published by the Bureau of Business Research, Harvard University, is the best system we know.

It will be sent free to any grocer asking for Bulletin No. 3, Bureau of Business Research, Harvard University, Cambridge, Mass.

BARLEY FLOUR

Please put us in touch with millers or large handlers of barley flour in bags.—St. John, N.B.

Answer.—This information has been sent direct to the enquirer.

TORONTO ADVERTISING CLUB

Who are the Toronto Advertising Club? Is there a membership fee? I would like the privilege of attending lectures at times.—Milton, Ont.

Answer.—The Toronto Advertising Club is a club of men in different lines of business, who are interested in various forms of advertising. The annual fee is $10, which serves to pay the expenses of the club and provides for special lectures, etc. The club meets every Tuesday at luncheon at 12.30 and an address is given on advertising or some kindred topics. Mr. Kating, of the Confederation Life Co., Confederation Life Bldg., is secretary.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

ORDER TO-DAY

↓ ↓

POPULAIRE'S EGG POWDER

↑ ↑

Good Profits - - Sure Sales

The Imperial Co. Reg'd

645 ST. VALIER STREET, QUEBEC, P.Q.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00
Lemon, 2 dozen	2 00
Orange, 2 dozen	2 00
Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
20 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	1 10
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0 10½
Barrels, 200 lbs.	0 10
Kegs, 100 lbs.	0 10
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0 11
8 in case	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½
Kegs, extra large crystals, 100 lbs.	0 10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case.	5.45
20-lb. tins, ¼ doz. in case.	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 05
Barrels, per 100 lbs.	7 50
½ barrels, per 100 lbs.	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 8s, boxes 15 lbs.	0 61
Pay Roll, thick bars, 1-10s.	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 95
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. [illegible]	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

FRESH FRUITS and Vegetables

Railroads now making better deliveries from South.

Full supplies:—

Navel and Florida Oranges
Grape Fruit Bananas
California and Messina Lemons
Cauliflower, Celery, New Cabbage
Head Lettuce, Rhubarb, etc.
Spanish and Domestic Onions
Prompt and Efficient Service

FISH For Lent

Frozen, Smoked or Salted. Our stocks are still replete.

Haddies, Fillets, Ciscoes.

Labrador Herring in bbls. and half bbls. Halibut, Salmon and Mackerel.

OYSTERS

Special fresh car Western Frozen Whitefish.

WHITE & CO., LIMITED

Wholesale Suppliers to the Trade in

Toronto ***Fresh Fruits and Fish*** **Hamilton**

ORANGES

Finest Sunkist Navels
Extra Fancy Florida Valencias
Sweet, Juicy, Fine Color
All Desirable Sizes

APPLES

Finest Western Box Apples
Rome Beauty, Winesap, Ben Davis
Best Ontario and Nova Scotia Packs in Barrels
Starks, Baldwins, Ben Davis

CELERY

California's Best Stock Always on Hand

FISH

We carry a full stock of all the best selling lines

Send us your order

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

FRESH ARRIVALS THIS WEEK

2 Cars Extra Fancy Florida Oranges

1 CAR EACH

California Navels
California Celery
Florida Grape Fruit
Messina Lemons

ALL EXTRA FANCY QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

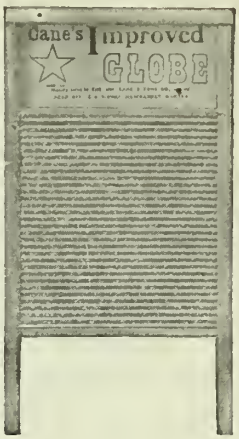
Established 1861

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

BULL DOG BRAND
We Clean up Everything
Chloride of Lime
KEEP IN A DRY PLACE
MANUFACTURED BY
The JOHN B. PAINE CO., Limited, Toronto

There's Quality and Quantity in "BULLDOG" CLEANERS

The exacting chemical supervision under which they are produced is a thorough guarantee of good quality in every "Bulldog" Cleaner.

Attractively labeled generous sized packages attract attention and make sales easy. And every sale is a "repeat" getter.

Grocers everywhere are making good profits pushing the 19 "Bulldog" Cleaners.

Be one of them.

The John B. Paine Co., Limited
MANUFACTURERS
Factories at Toronto and Winnipeg

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

GOOD GROCERY AND MEAT BUSINESS; full stock; fine trade; splendid locality; store plate front; dwelling attached red brick; illness reasons for selling. W. A. Birdsall, 241 George St., Sarnia, Ont.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of $6,000. Turnover last year $20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

GENERAL STORE BUSINESS FOR SALE — Stock about $8,000.00. Annual cash turnover $26,000.00. Store, storerooms, dwelling, stable, c.. for sale $3,000.00 or rent $30.00 a month. Possession 1st April. A snap for someone. Box 23, Silverwater, Ont.

WANTED

WANTED—GOOD GROCERY BUSINESS IN Toronto, doing three to four hundred weekly. Apply Box 283, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

GOODS FOR SALE

FOR SALE AT BARGAIN—3,000 ROLLS wallpaper. Reason for selling, short of space. Good stock. Apply Box 281, Canadian Grocer.

HELP WANTED

WANTED — BUTCHER, MUST BE GOOD counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

WANTED—EXPERIENCED GROCERY SALESman, permanent position at a good salary for the right man. Baker & Baldwin, Lindsay, Ont.

FOR SALE
MODERN JEFFREY BARREL, BOX AND BAG HOIST

40 ft. lift, loading and discharging equipment for four floors. In first-class condition. Complete with dressed timber framing. Offers solicited. Apply to Mr. Skelton, St. Lawrence Sugar Refineries, Limited, Montreal.

FISH

Lake Superior Herring in kegs half-kegs and pails.

APPLES

Nova Scotia stock and Georgian Bay brand, Ontario stock.

Write us to-day

Lemon Bros.
OWEN SOUND, ONT.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which to offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"

STONE - GROUND

From Choicest Ontario Wheat.
The Most Wholesome Flour Made.
$5.75 per 98's lb. sack.
Freight paid (Montreal rates) 5 sack lots.

Made by

T. A. KIDD & SONS
BURRITT'S RAPIDS - ONTARIO

PAPER BALERS

All-Steel "Fireproof"
Made in 12 sizes.
Send for catalog.

Climax Baler Co.
Hamilton Ontario

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

VOL-PEEK

WILL STOP THE LEAK

People In Your Town Have Leaky Kettles

They'll buy "VOL-PEEK" on sight because it makes a $1 leaky kettle as water-tight as new.

It is like a stiff putty, easily applied with the fingers; hardens in two minutes.

Comes in attractive display stands which will attract the attention of your customers. Sells quickly and gives you a good profit. From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024 MONTREAL

15cents

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

Don't Be In Doubt About Your Money

We can collect those bills outstanding and make your ledger look like something, something that you will look with satisfaction on.

No Collection. No Fee

Send for forms and give us a trial. Highest recommendations.

Nagle Mercantile Agency
Westmount, P.Q. (Montreal)

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

KING GEORGE'S NAVY

CHEWING TOBACCO

a chew no grocer should fail to feature

There's a margin of profit on every sale of King George's Navy Chewing Tobacco that makes a steady selling effort worth while for every good grocer.

First sales of King George's Navy are always "repeat" getters.

If you are not now featuring it you should begin at once. Your wholesaler handles it.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

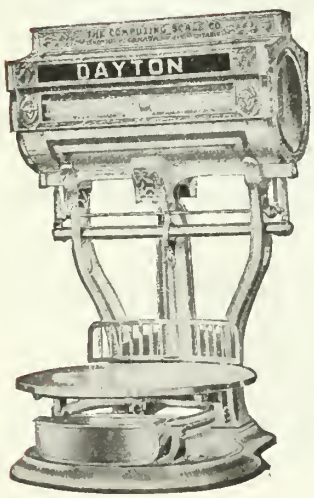
Don't Guess Yourself Into Bankruptcy

Too many merchants guess at the correct weight of their merchandise. A woman will come in for a half pound of cheese. They will slice it off and it will weigh perhaps 8½ ounces. That's near enough they think, so they wrap it up and the woman goes away with one or two cents' worth more cheese than she was entitled to.

Now if you multiply that one or two cents a hundred times a day, you will find out why it is that your profits are not what you thought they should be. Hundreds of merchants guess themselves into bankruptcy by giving over-weight. There is absolutely no need for it. Let the customer *see* the weight for herself on a

Dayton Automatic Scale

Then she'll cheerfully pay for every fraction of an ounce she gets.



In the eyes of customers to-day a Dayton Automatic Scale on your counter is evidence of your intention to give and charge only for correct weight.

War time is no time to be generous with your stock. See that every ounce of it brings you in your proper revenue.

Let us send you our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, MARCH 8th, 1918 No. 10

Welch's

"The National Drink"

was founded on the principle of keeping heads clear. And, with clearheadedness an essential in these times, Welch's gains many new users every day.

Canadian Grocers' customers have found that after work, exercise, shopping, Welch's is really refreshing without reaction. Rich in the pure, unfermented juice of the best Concords Ontario can produce, Welch's is an energizing food, a builder-up.

If your customers are not acquainted with the many delicious combinations Welch's makes with other lines you sell, tell them. We will gladly furnish you with the information if you will write for a copy of "Welch Ways."

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

Syrup

Crystal DIAMOND Syrup

PURE CANE

A fine quality syrup at an attractive price.
This is the season to sort up your stocks.
Right now there is a big consuming demand for Table Syrup.

St. Lawrence Sugar Refineries, Limited
Montreal

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

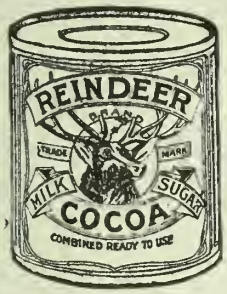
1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

Turn Borden Popularity to good account

Cash in on the country-wide popularity of Borden Milk Products.

The big demand is being constantly augmented by steady consumer advertising. A Borden window display will connect you with this profitable demand and a Borden customer is always a satisfied one.



When your stocks need replenishing ask your wholesaler to supply you. He carries the complete Borden line.

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office:
No. 2 Arcade Building, Vancouver

Canada Food Board
OTTAWA

Important Notice
To Dealers in Food and Food Products

It will be illegal to transact business in any one or more of the following trades, after the dates given below, without having first obtained a license from The Canada Board:

	Licenses Become Operative
Produce Wholesalers Produce Commission Merchants Produce Brokers	March 15th, 1918
Wholesale Grocers Wholesale Grocery Jobber Wholesale Grocery Commission Agent Wholesale Grocery Broker	April 1, 1918
Retail Grocer	May 1st, 1918
Retail Butcher, Retail Baker, Retail Produce Dealer, Retail Flour and Feed Dealer, Retail Fruit and Vegetable Dealer, Retail Fish Dealer	May 15th, 1918

Every effort is being made to furnish all wholesale and retail dealers in food and food products, with forms of application by mail, but any failure to receive such notice will not be deemed a good and sufficient reason for neglect to obtain the necessary license by the dates given above.

The following licenses became operative on the dates given:

Wholesale Fish Dealers' License	January 1st, 1918
Wholesale Fruit and Vegetable Dealers' License	February 1st, 1918
License to sell Cereal Products	January 1st, 1918
License to operate a mill for grinding Wheat and other grains	December 1st, 1918
Bakers' License	March 1st, 1918

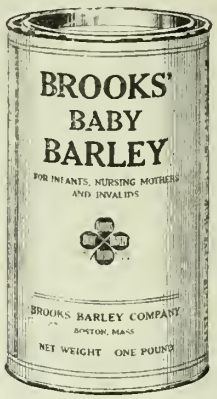
It is imperative that every person, firm, corporation or association carrying on business in these lines *should apply for license without delay*, if they have not already done so.

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.



Order from your wholesaler.

THREE SIZES.

½ lb., per doz. - $ 2.30
1 " " " - 3.80
3½ " " " - 11.50

Agents for Canada:

Harold F. Ritchie & Co., Limited
TORONTO

Made by BROOKS BARLEY COMPANY, Boston, Mass.

Canada's Best Will Stand The Test

For years Windsor Salt has stood every test for Purity, Quality and Savour.

It is the standby in almost every home—just as it is sold by practically every grocer.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

What they think of it "Over There"

PRIVATE MURRAY, of the Winnipeg Cameron Highlanders is just one of the many Canadian Tommies "Over There" who appreciate the delicious goodness, the delightful piquancy of

H.P. SAUCE

And H.P. is just as much appreciated in civil life. Good housewives wishing to economize are asking for H.P. Quality dealers always sell it.

The safe sauce for you to recommend to your customers.

W. G. Patrick & Co., Ltd.

IMPORTERS

51-53 Wellington St. W., Toronto

Western Branch: 168 Market Ave. E., Winnipeg
U.S. Office: 13-15 Laight St., New York

"TOMMY'S FRIEND"

There's a soldiers' friend in Flanders,
There's a soldiers' friend in France
And every Tommy keeps that friend,
Whene'er he gets that chance.

Once having made acquaintance,
It's one he never breaks
For the value of so good a friend
He cannot underrate.

You'll find this friend in villages,
In hamlets and in towns,
In fact wherever Tommy moves,
This friend will sure be found.

We've met this friend in trenches,
In shelters and dug-outs,
In canteens, army huts and stores,
You'll find him without doubt.

This friend is not of Adam's race
Nor yet of creature kind,
But 'tis a bottle of H.P. Sauce
With quality sublime.

The food served out to Tommy
They guarantee as sound,
But an appetizing flavour
In it is seldom found.

To meet this great omission,
We know no better way,
Than using Garton's H.P. Sauce
With liberal hand each day.

We use it in our Mulligan;
We use it in our Stew,
And when they serve us Bully Beef,
We use our H.P. too.

When starting out some mornings,
Upon a ten-mile march
The load we Tommies carry
Does sure nigh break our hearts.

To ease our aching shoulders,
We often throw things out,
But not that bottle of H.P. Sauce,
Which we would not be without.

And when we are done with Army life,
With Mulligan and Stew,
We'll still use Garton's H.P. Sauce,
In civil life with you.

—Private Wm. Murray, Winnipeg Highlanders Batt., Somewhere in France.

The Steady Profit Earner

When a lot of capital is tied up in the goods on your shelves you appreciate the steady sellers. Our experience of re-orders from dealers all over Canada shows that one of the steadiest "movers" of all is

Shirriff's *Jelly Powders*

It is these quick turn-overs that mean worth while profits at the year's end.

We notice, too, that when we send out window dressing material the dealer's enterprise helps his sales.

Shirriff's makes a highly attractive dessert that permits wide variation—just what your customers want. We have a full line of delicious fruit flavors.

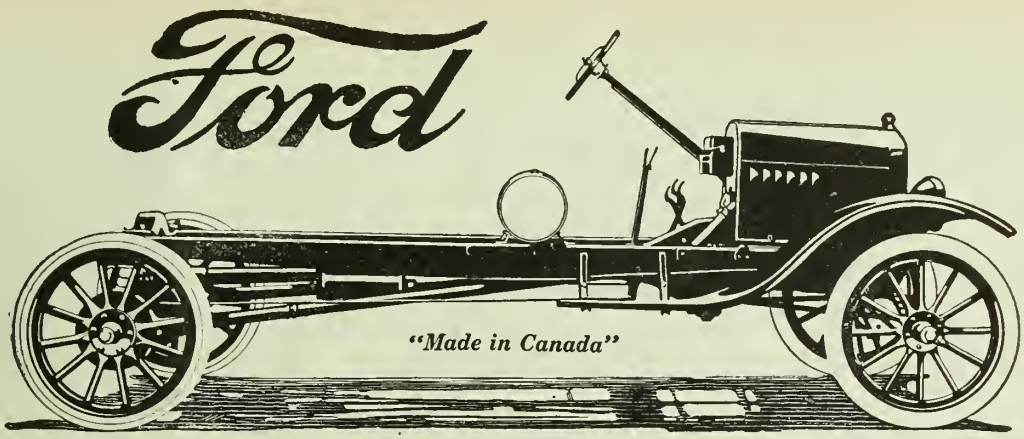
Sell Shirriff's—get the window dressing helps—write today for full particulars.

Imperial Extract Company, Toronto

It's Canadian made. So push it!

The Cowan Co. Limited, Toronto

B-24



Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

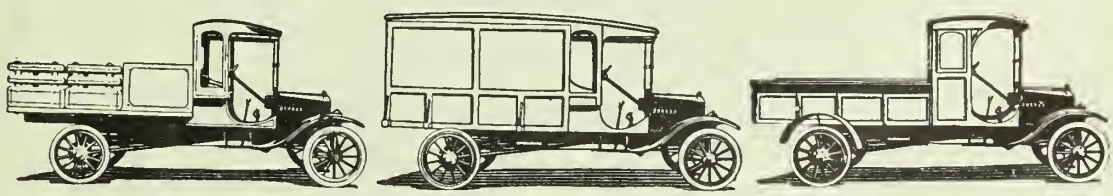
There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price $750 f.o.b. Ford, Ont.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario



Three of the many body styles that may be mounted on the Ford truck chassis

If any advertisement interests you, tear it out now and place with letters to be answered.

The marmalade that quality popularized:

E.D.S.

ORANGE MARMALADE

The New Season's pack is ready. Lay in your stocks now and guarantee yourself bigger and better marmalade selling.

Made from Selected Oranges and Pure Cane Sugar.

Ask our nearest agent to supply you.

E
D S

E. D. Smith and Son,

Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S PORK & BEANS

are still to the fore

The Quality of Material
The Perfection of Cooking
The Delicacy of Flavour

make them easily

YOUR BEST SELLERS

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.
Grocery Brokers
Manufacturers' Agents
WINNIPEG

THE H. L. PERRY CO.
214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:
Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are Pioneers of Business Expansion

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS
Manufacturers' Agents
Commission Merchants
W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN CO.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde
Post Office Box 123. TIMMINS, ONT.

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Headquarters for
Evaporated Apples and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

TO Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

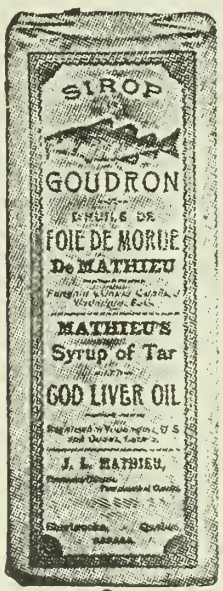
DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

NORWEGIAN SARDINES (STYLED SMOKED SILD)

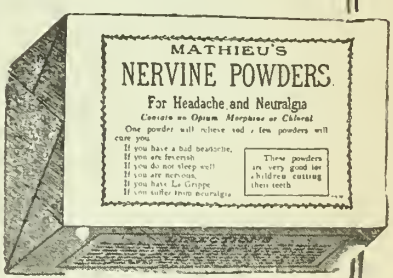
NOTHING LIKE IT!
NO BONES
ALL MEAT

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

The Mathieu Lines are always in demand



Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.



J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE, QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] Hamilton

Our travellers have specials in Marmalade, Sugar Syrup in tins and bulk, Little Whole Beats 2's, Rice, Lobsters, Beans, Manilla Paper, etc. How about fish for Lent.

Bristol, Somerville & Co.

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

"McCASKEY"

Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems

Limited

245 Carlaw Ave., - Toronto

"Canada's Best Brand"

MAPLE SYRUP

A pure Maple Syrup unsurpassed in texture and flavor, made from the choice maple sap of Eastern Canada. Every bottle or tin purchased brings to your home the delight of the Eastern forest.

Canada Maple Exchange Ltd., Montreal

HIGH-GRADE SPECIALS IN OVERSEAS TRADE

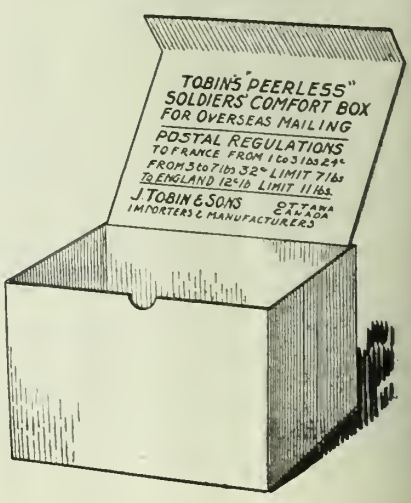
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.


TOBIN'S "PEERLESS"
SOLDIERS' COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c lb LIMIT 11 lbs.
J. TOBIN & SONS
IMPORTERS & MANUFACTURERS

MARSH'S GRAPE JUICE

is a quality customer pleaser that no good grocer should fail to push.

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario Agents

Rose & Laflamme, Ltd.
Montreal, Que.

"Cobban's Herb Tablets"

(The old Reliable Herb Remedy in tablet form)

Do you stock them?

If not order from your jobber

They are advertised in the leading papers and are meeting with big demand from the trade. Put up in carton display box of 1 doz. (50 tablets each). Boxes to each carton to retail at 25 cents per box, every box guaranteed.

MUNCEY SUPPLY COMPANY
PROPRIETORS
Muncey - Ont.

Watson & Truesdale, 120 Lombard Street, Winnipeg
Distributors for Canadian North-West

ROLA "QUALITY" EGG POWDER

is Profitable to You

Packed one dozen in an attractive display carton (6 dozen in case.)

It is an EGG Powder in reality and not only in name.

Pure, Wholesome, Nutritious,

and does all the work of eggs at a cost equalling 12½c per dozen.

Repeat business from all districts where it has been introduced proves that the public want a really first class product.

Order from your wholesaler

SELLING AGENTS
ROSE & LAFLAMME, LIMITED
MONTREAL - TORONTO

LIVELY selling is a big feature of WONDERFUL SOAP. Its dependable cleaning qualities make it an all round favorite in every community.

The attractive red label helps sales by focussing attention on the display.

Give WONDERFUL SOAP a try-out in your store. Also CRYSTAL SOAP CHIPS—The Best Ever.

Guelph Soap Company
GUELPH, ONTARIO.

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S

CELEBRATED

Orange Marmalade

WAGSTAFFE'S Pure Raspberry Jam

We have large stocks. Order from your Jobbers.

WAGSTAFFE'S Pure STRAWBERRY

We have fair stocks.

WAGSTAFFE'S Crushed Strawberry in Jelly

Large stocks.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

You are the man to supply the demand

Our consumer advertising, strong, forceful and persistent, has created a lively demand for

Purina Calf Chow

We have interested hundreds in the CHECKERBOARD CALF CLUB through which we are offering valuable prizes to boys and girls in rural communities for the best calf raised on PURINA.

But, we do not want to supply this demand direct. We want to sell those people through the dealer. We want to supply the demand in your community through you.

Arrange then to be a Purina Calf Chow dealer. We'll co-operate in every way—and your profits will be worth while.

Postcard to-day for particulars of the Checkerboard Calf Club to

The Chisholm Milling Co.
TORONTO Limited

Have you seen

"DANDEE" Peanut Butter?

Nothing better could be produced.

We invite enquiries

Litster Pure Food Co. Limited
1297 Queen Street West
TORONTO

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta. — MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Grocers selling Furnivall's will tell you that there is always a good, big demand for these Fine Fruit Jams. And the margin on every sale is worth securing.

Ask any of our agents to ship you a supply.

FURNIVALL-NEW, Limited
Hamilton Canada

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

SMALL'S MAPLE SYRUP

Maple Butter

Maple Sugar

World's Standard For Nearly One Hundred Years
AT ALL JOBBERS

SMALL'S, Limited - Montreal, Que.

"We Are Oversold"

ONCE upon a time a certain manufacturer was urged by his retailers to cut out his advertising in consumer mediums because it was embarrassing them. This manufacturer was disposed to listen to his retailers because his product was heavily oversold. He half-welcomed the chance to save the money he was spending on consumer advertising in national mediums.

So he cut out his consumer advertising.

Then arose a competitor—a new man in the field. He went to the retail trade and got orders easily, for he was in a position to make immediate deliveries. He made a good article, and it was a "cinch" to open up connections with the retail trade. He got in strong and permanently, and to-day he is a formidable rival to the manufacturer who ceased his selling propaganda.

That oversold manufacturer admits that he has had a lesson for life. If retailers were to say to him to-day —"Please cut out your consumer advertising. You can't meet the demand you have created and the public's insistence for your article is causing us to lose sales"—if retailers said this, and they have said it, this manufacturer has his reply all ready. It is— "Never again! I stopped once, and I opened the door to a new maker. It has cost me many times what I thought I was saving to hold my own and to recover what I lost. I learned something three years ago when I yielded to the temptation to cut out my consumer advertising, and in future I'll keep on advertising to the public even though I may find myself heavily oversold."

To-day hundreds of manufacturers are oversold. Some have cut out their consumer advertising. Some have kept up their publicity campaign with little or no diminishment. These consistent and persistent advertisers are not regretting their policy. Some of the others are, and they admit freely their error. They are finding that the lost momentum and the new competition which has arisen will require a doubling and tripling of future advertising and selling effort to get back to old positions.

When war contracts were easy to get and looked plums, many manufacturers dropped making their usual line and went in for the fortunes which they thought could be made in a few months. If you ask some of these manufacturers to-day what they think of their cessation of making their usual line for which a big consumer demand had been created at great cost by national advertising, and which retailers were glad to distribute, because selling it was easy, you will be told by those frank enough to make honest confessions, "We made a mistake. We are finding it harder now to get back to our old place with the retailers and the public. We have lost ground. We regret the mistake we made. It will cost us much money to get back again, and in the meantime retailers and the public have learned to buy others' merchandise."

IF the firms who are oversold, and the firms who have lost something of value because of the stoppage of their advertising, find in the foregoing any message to them, let us say to them that they can do influential advertising of a national sort, effective on both consumers and distributors, by the use of two national mediums—MACLEAN'S MAGAZINE and FARMERS' MAGAZINE. The cost of strong campaigns in each of these magazines, and in them both, is as follows:—

	Circulation	Number of of issues per year	Minimum page rate	Cost of page in every issue
MACLEAN'S MAGAZINE ..	55,000	12	$147.00	$1,764.00
FARMERS' MAGAZINE	30,000	24	75.60	1,814.40
Both Magazines	85,000	36	$222.60	$3,578.40

It means about $300 per month to cover urban and rural Canada. Let it be remembered that 85,000 circulation in Canada is the equivalent of 1,700,000 in the United States with its 20-times larger English-speaking population. That is, using MACLEAN'S and FARMERS' in combination gives an advertiser a circulation in Canada comparable to that of the *Saturday Evening Post* and with that of the *Ladies' Home Journal* in the United States.

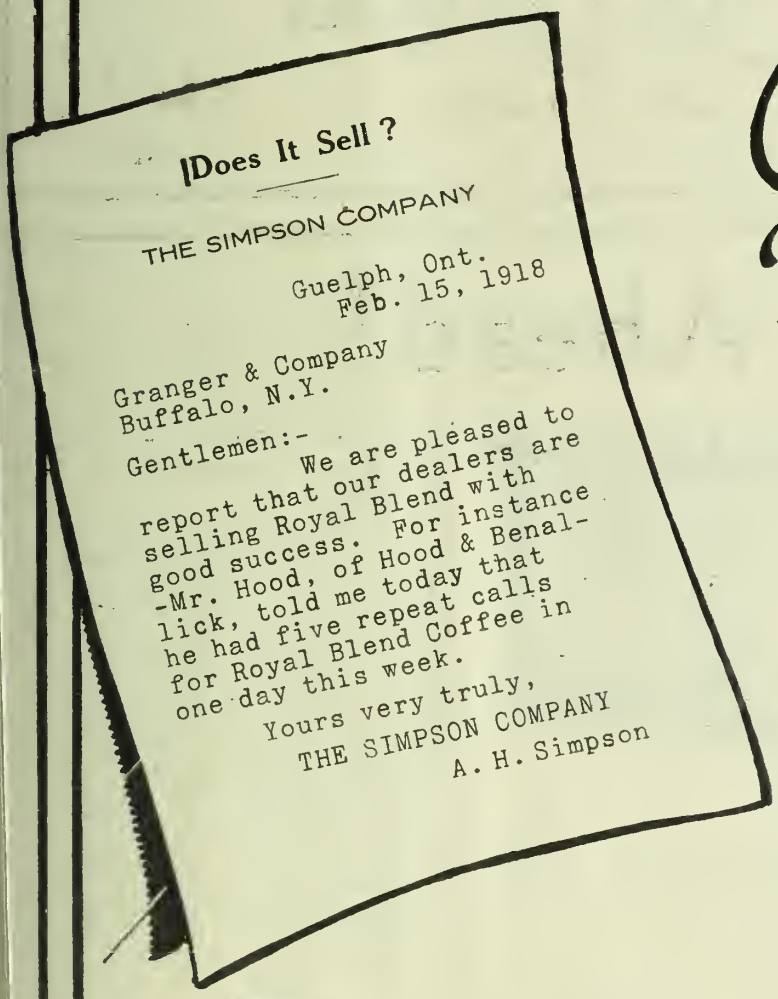
We invite correspondence from all oversold manufacturers and others who want to break back into the public's favor. We would like the privilege—and solicit it—of talking over with them the whole matter of national advertising, looking forward to the preparation of a specific proposal based on their own special problems and conditions. And so we ask you to address a letter of enquiry to the General Manager of

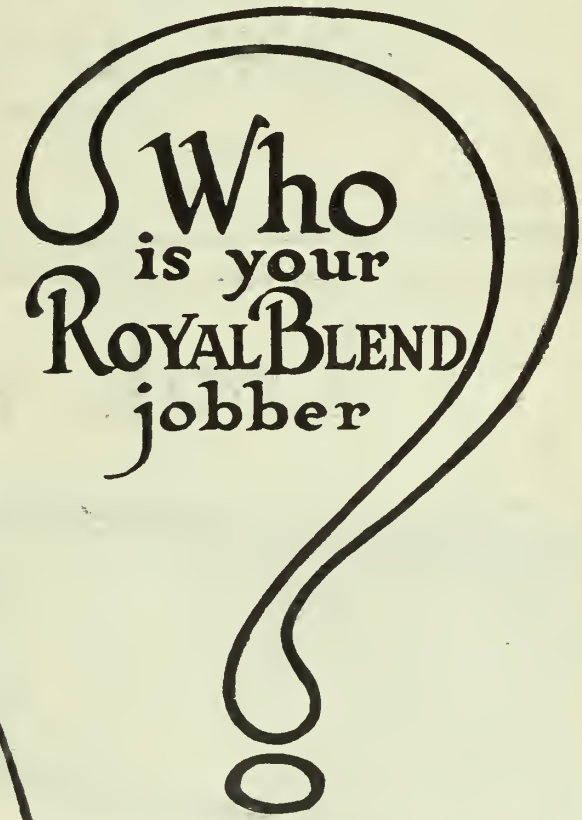
The MacLean Publishing Co., Ltd., Toronto, Canada

With branches at: Montreal, Winnipeg, New York, Chicago, Boston and London, England

Your jobber knows how ROYAL BLEND COFFEE

1. makes friends for the dealer
2. makes money for the dealer
3. keeps trade for the dealer


Does It Sell ?
THE SIMPSON COMPANY
Guelph, Ont.
Feb. 15, 1918
Granger & Company
Buffalo, N.Y.
Gentlemen:-
We are pleased to report that our dealers are selling Royal Blend with good success. For instance -Mr. Hood, of Hood & Benallick, told me today that he had five repeat calls for Royal Blend Coffee in one day this week.
Yours very truly,
THE SIMPSON COMPANY
A. H. Simpson

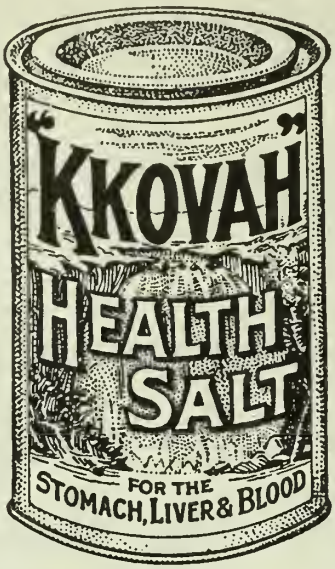


Watch future issue of Canadian Grocer for startling list of Canada's premier wholesalers.

Granger & Company, Buffalo, N.Y.

If any advertisement interests you, tear it out now and place with letters to be answered.

TWO OF THE BEST LINES TO CARRY



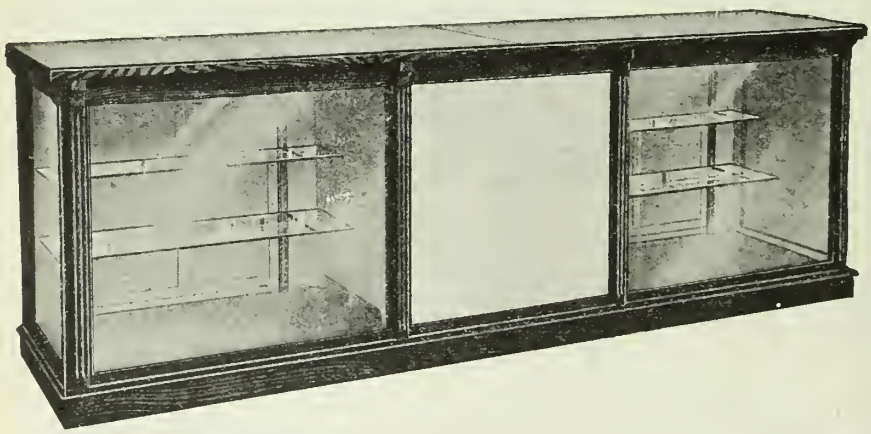
LOOK TO YOUR STOCKS

SOLE DISTRIBUTORS FOR CANADA

MACLURE & LANGLEY LIMITED

WINNIPEG TORONTO MONTREAL

Look Ahead!



An attractive and valuable silent salesman refrigerator that will save and sell perishable foods in summer months.

Turn your time, floor and wall space to the best possible use.

Grocers who enlist the services of our efficiency-making equipment are the grocers who are going to successfully overcome the labor scarcity problem.

Up-to-the-minute store fixtures like what we supply will enable you to turn over your stock quickly and profitably.

Our free illustrated catalog will show you just what you require to modernize your store—to put it on a real, successful sales-creating basis.

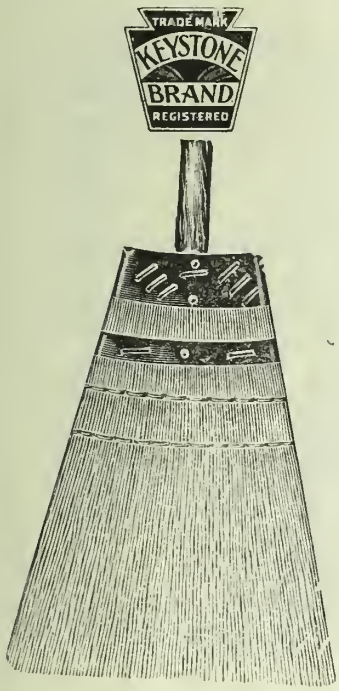
We supply just the right fittings for Cigar and Tobacco selling—a profit-making line no good grocer should neglect pushing.

Send to-day for the Walker Bin catalog.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

A "good" flavor
A "good" package
A "good" name
A "good" seller



We've got it

Railways, factories and foundries demanded a broom that would stand the heaviest kind of sweeping without the corn becoming broken or cut at the shoulder.

Keystone Stapled
METAL CASE BROOMS

are filling the bill to perfection. 8 styles for particular needs and every one a winner.

Write for prices, etc.

STEVENS - HEPNER CO., LIMITED
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

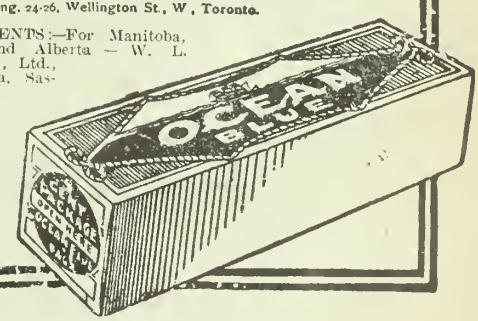
OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Grav Building, 24-26, Wellington St., W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon —Creeden & Avory, Rooms 5 and 6, Jones Block, 427 Hastings Street W., Vancouver, B.C.



If any advertisement interests you, tear it out now and place with letters to be answered.

A Sales Getting Customer Reminder

You'll sell more Colman and Keen Products if you hang one of these Attractive Cards in your Store.

Every card is lithographed in handsome colors, each package being reproduced in facsimile.

You don't need to *introduce* Colman and Keen lines to your people. Everybody knows these quality products. Just let them know your stock is complete by displaying this splendid reminder.

Ask us to send you one.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO 191 ST. PAUL STREET W., MONTREAL

We hand it to you with a guarantee

We know the quality of the selected materials that go to make up every can of

Egg-O Baking Powder

We know that in thousands of Canadian homes the Purity and the Economy of Egg-O Baking Powder have won for it the unstinted approval of critical housewives.

We know that Egg-O is about as perfect a Baking Powder as infinite care and consummate skill can produce.

Therefore, we hand it to you backed by a guarantee of quality and customer satisfaction that goes beyond the tin—right into the baking. And that is the guarantee that counts.

Egg-O Baking Powder Co., Limited

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII. TORONTO, MARCH 8, 1918 No. 10

Grocery Trade Licenses Required May 1

Order-in-Council Makes License Necessary and Imposes Some Obligations—No Property Qualification or Apprenticeship Essential—No Regulation of Delivery

Special to Canadian Grocer

OTTAWA, March 7.—The Food Control Board announced definitely during the week that all retail grocers would be under license by May 1, that it would not be legal for a grocer to be doing business after that date without a government license.

Application blanks are being prepared and being sent out to the trade. These blanks will call for definite information from retailers as to the percentage of their business devoted for instance to fruit and vegetables, produce, provisions, flour and feed, etc., in addition to a great deal of other matter. On receipt of the information the retailer will secure his license. If the information is not satisfactory license will probably be withheld until returns are made in a satisfactory manner.

A committee was asked by the former Food Controller, Hon. W. J. Hanna, to present their proposals for licensing dealers. One of these proposals suggested that a dealer must spend two years in the grocery business before he would be able to secure a license in future. Another was that his capital at the outset should amount to at least $1,000.

On making inquiries in this connection it was learned these two suggestions have not been adopted by the present Food Control Board. They point out their policy is one that does not permit them to take any drastic measures in this connection. They feel that if such regulations are to be put into effect it would be a matter for the Federal Government to consider themselves at some future date.

There have been considerable reports to the effect that deliveries would be controlled so that general delivery systems would be used instead of individual systems. As CANADIAN GROCER has contended, it would be impossible to regulate delivery in this way, and anything done would have to be of an educational character.

The man in direct charge of the detail in regard to licensing retailers is H. Amphlett. He comes from British Columbia and has spent a number of years in connection with the grocery trade.

By May 15 handlers of foodstuffs of all kinds will be under license.

Mr. Amphlett was asked as to whether a dealer with a separate provision department, for instance, would be called upon to pay two license fees, one for his grocery department and one for his provision department. The reply was that where the provision department was a distinctly separate one and where the turnover was a big percentage of the total annual turnover an additional license would likely apply. It was, however, difficult to say anything in this connection until the information called for in the application blanks was studied.

The license fee will be placed at $2.00 on a turnover up to $20,000 per year. An advance of $2.00 per year will be made on each $20,000 additional turnover. The license fees will apply on the operation of the licensing system. Whether this will be sufficient to cover the expenses of the department will not be known for a considerable time. If it does not the Federal Government will, of course be called upon to meet the deficit.

THE regulations in the Order in Council governing the retail trade, are hardly as comprehensive or far reaching as was generally expected. Some of the proposed regulations suggested by the committee appointed to outline some system of government for the trade have gone by the board. The Food Control Department evidently did not feel equal to the large task of putting in force such innovations.

The Order in Council does, however, live up to the suggestions as outlined in CANADIAN GROCER of Dec. 21, 1917, in many important particulars. First in that every department of the trade must be licensed. Every department under the various orders in Council is definitely defined, and license numbers must appear on all stationery, statements, bill heads, etc. Moreover a license only holds for one department of business, so that if a wholesaler sells to the consumer he is outside of the meaning of wholesaler under the order governing the wholesaler and must take out a license in every department of business in which he is engaged. This regulation is unquestionable a protection for the retailor against wholesalers' competition.

Require a Business System

The regulations go on to require a business accounting of all stocks on hand so that anything in the nature of food hoarding may be made an impossibility. The matter of profit too is to be regulated, and the profits to be permitted will not be in excess of these of the pre-war period. Information as to stocks on hand and the amount of yearly turnover will have to be provided by applicants for license, and so the department will have a check on any attempt at undue profiteering. Other clauses deal with the preservation of food and forbid the destruction of any product fit for food purposes, and the failure to prevent waste where it is preventable.

The License Fee

The license fee will be $2 on every $20,000 of business, and an additional $2 on every additional $20,000 of business or fraction thereof. As our correspondent has stated, where a store oper-

ates two distinct departments, and operates them both on a large scale, the operator will require a license for each department. That is to say where a grocery and butcher store is operated by one management under one roof, each department will require a separate licence. Stores having branches in other parts of cities will not be covered by one license but will be required to have a license for each business.

Obligation on Merchant to Obtain License

Forms for application for license will be forwarded to every merchant by mail. In the event, however, of the merchant not receiving such an application blank it will not be sufficient plea for him to urge in justification for his failure to take out a license. The obligation lies upon the licensesee to see that his license is on hand by the date set.

The date after which the retail grocer must be licensed or be prepared to discontinue business is May 1. Other departments of the food distributing activities must obtain their licenses on the following dates: Produce wholesalers, produce commission merchants, produce brokers, March 15, 1918; wholesale grocer, wholesale grocery jobber, wholesale grocery commission agent, wholesale grocery broker, April 1, 1918; retail butcher, retail baker, retail produce dealer, retail flour and feed dealer, retail fruit and vegetable dealer, retail fish dealer, May 15, 1918.

The actual Order in Council regarding the licensing of the retail grocers was not available at the time CANADIAN GROCER went to press. The regulations regarding the wholesale trade are as follows:

THE ORDER IN COUNCIL REGULATING WHOLESALERS, JOBBERS AND COMMISSION MERCHANTS

The following is a copy of the new Order in Council affecting wholesale grocers, jobbers and commission merchants. This regulation follows very closely the proposed regulations that were published in CANADIAN GROCER, Dec. 21.

CANADA FOOD BOARD

OTTAWA

Order No. 17.

"WHEREAS by Order-in-Council No. 3214, dated the fifteenth day of November, 1917, it was, amongst other things, provided that 'the Food Controller may prohibit any person from dealing in any food or food products designated by him without a license, and may cancel any license for any violation of any regulation or order,'—

"AND WHEREAS, by Order-in-Council dated the eleventh day of February, 1918, His Excellency the Governor-General in Council did order:—

"That all the powers of the Food Controller for Canada are now vested in and are to be exercised by the Canada Food Board.

"Therefore it is hereby ordered:—1. That on and after the first day of April, 1918, no person, firm or corporation shall deal wholesale in food or food products, which are regarded as necessary for household consumption and commonly designated under the heading of groceries, without having first obtained a license from the Canada Food Board, such license to be known as Wholesale Grocer's license, a Wholesale Grocery Jobber's License, a Wholesale Grocery Commission Agent's License, or a Wholesale Grocery Broker's License, as may be made necessary by the trading operations of the applicant. Save and except those dealing wholesale, exclusively in bakery products, or flour mill, grist mill and cereal mill products, or fresh fruit, or vegetables, or fish (fresh or canned), or dressed fresh meats, or lard, or butter, or oleomargarine, or cheese, or eggs or poultry, and those manufacturing any food or food products unless otherwise ordered thereto.

H. B. Thomson, Chairman of the Food Control Board, whose signature has been affixed to a formidable list of Orders-in-Council to regulate the food distributing activities during the past week

"2. That the licensee shall not buy, contract for, sell, store or otherwise handle or deal in any food or food products for the purpose of unreasonably increasing the price, or of restricting the supply, or of monopolizing or attempting to monopolize either locally or generally any food or food products.

"3. That a wholesale grocer may sell to another wholesale grocer, a wholesale jobber may sell to another wholesale jobber, a commission merchant may sell to another commisison merchant, and a broker may sell to another broker, but such transaction or transactions shall in no case increase the price to the retailer.

"4. That licensee shall not destroy any food or food products which are fit for human consumption, and shall not knowingly commit waste or wilfully permit preventable deterioration in connection with the storing or sale of any food or food products.

"5. That no licensee shall, directly or indirectly, knowingly buy any food commodities from, or sell any such commodities to, any person required to obtain a license from the Canada Food Board, and who has not obtained such license.

"6. That the licensee shall place on every letterhead, contract, order, acceptance of order, invoice, price list and quotation issued, the words 'Canada Food Board License Number' followed by the number of the license, and shall show the name of the license or licenses under which business is carried on.

"7. That all licensees may be required to make reports monthly, and as often and at such times and in such form as may be in writing directed by the Canada Food Board, showing the stock on hand, or in transit to order of licensee, and such other information as may be required by the Canada Food Board from time to time.

"8. That every licensee shall keep such books, invoices, vouchers and other papers and records as will enable the Canada Food Board or any person by them thereto authorized to verify any report or statement that such licensee is required to make to the Canada Food Board.

"9. That all application for license shall be on form 6 hereto attached.

"10. Trade classification:—

"(*a*) A wholesaler is one who buys in wholesale quantities and warehouses his purchases, and of which not less than ninety per cent. of the total value thereof are sold to the retailer.

(*b*) A wholesale jobber is one who regularly deals in merchandise, acting as an importer or dealer on his own account, and sells only in wholesale quantities.

"(*c*) A commission agent is one who warehouses or handles goods for the owner on a commission basis only.

"(*d*) A broker is one who does not warehouse or handle goods, but acts as an intermediary between seller and buyer, selling on a brokerage or commission basis only.

"11. That the following shall be the fees payable for licenses granted under this order for the above trade classification:—

"Classes A and B, annual turnover of $100,000 or under, $20, and $10 for each additional $50,000 or fraction thereof.

"Classes C and D, $25 per annum.

"12. That all licenses shall expire on the thirty-first day of March, in each year.

"13. That licenses are not assignable or transferable without the assent of the Canada Food Board.

"14. That licensee shall give notice in writing to the Canada Food Board of any change of address, or of any change in the management or control, or of any change in the character of the business licensed, within ten days of such change or changes being made.

"Dated at Ottawa this twenty-first day of February, 1918."

Retail Merchants Present Case re Freight Increase

Urge That There is no Justification for Increased Rates—Claim That the Postal Service Does Not Pay Its Way, and Urge That There is the Place to Impose Increase

Ottawa, March 7th (staff correspondence).—The Retail Merchants' Association represented by Henry Watters, of the Dominion Board, and Secretary E. M. Trowern, presented the case of the retailer in connection with the proposed increase in freight rates on the part of the railways at the sitting of the cabinet council on Friday of last week. The Retail Merchants' Association as a body is opposing the application for increase in rates.

Henry Watters presented the merchants' case as follows:

"Gentlemen,—In appearing before you in favor of appeal from increased freight rates, we beg to be understood as not offering general and dogmatic opposition to all railway rate advances. We realise that all losses in construction and operation stand as a burden on the people, and must be met by the people's contributions to taxation. We recognize that the retail distributors of merchandise are the recognized medium through which these contributions to taxation are received. We have no reason to complain of this service to the state when our judgment approves the economic and ethical character of our relationship to this function. We cannot, however, look with favor on being made the tax-collectors in circumstances presenting apparently no justification for increased freight rates. Especially do we object to lend ourselves to additional burdensome taxation in the presence of a mental bias in press and people against the so-called middleman, personified in the retail merchant as the only culprit the uniformed mind seems capable of visualizing as the cause of the high cost of living. We submit that if there be no sound reason for increase of freight rates, that the present is a most inopportune time to add to the burden of life.

"Now what are the facts as to the cost of freight operation and pecuniary returns from same? From Government statistics for 1916 we find that the train cost per mile to operate averages $1.62, and the revenue $2.71. The passenger revenue shows $1.79 as the average of all roads. As it is estimated that passenger trains cost nearly double that of freight trains to operate, these figures would demonstrate that freight trains are paying adequate returns. If passenger service shows a loss it would seem good business to augument the rates on that division rather than on the freight side. It is quite in order to urge that passenger traffic should be largely considered a personal expenditure rather than a business expense charge, whereas freight traffic carries an inevitable tax to the consumer. It should also seem the part of sound business to abolish all free transportation in the form of passes.

"In our study of railway transportation rates, we find that the postal service allows only 16 cents a car mile for carrying the mails. As the actual cost amounts to 27 cents a car mile, there is a discrepancy of 11 cents a car mile. As mail rates are presumably based on the 16 cent. cost, it is quite evident that the public is supplied with the mail transportation much below actual cost. Again, it is presumably correct to say that the minimum parcel rate is based on the imposed 16 cent. rate, with progressively diminishing rates for heavier parcels and corresponding loss of revenue. This feature, in our opinion, should be revised and actual cost of transportation and other service charges levied on everything carried by mail."

Henry Watters, chairman; L. N. Poulin, B. G. Crabtree, E. M. Trowern, secretary.

Representations were made by other organizations, and the entire matter is now before the Cabinet.

NEW REGULATIONS TO INCREASE FISH PRODUCTION

An order-in-council has been passed at Ottawa making changes in fishery regulations which will tend to permit the greatest production of fish, compatible with proper protection of fisheries. These modifications, as announced through the Naval Department, permit the use of purse-seines for the catching of pollock on the Atlantic coast. This is an excellent fish for the table, and vast numbers are available in the Bay of Fundy and around the coast of Western Nova Scotia. Herring fishing, which has been prohibited for many years around a certain portion of Grand Manan Island on the assumption that it was a favorite spawning area for these fish. may now be continued.

The order-in-council prohibits shad fishing in the Bay of Fundy or tributary waters for four years from the 1st of March. This action is taken because this valuable fish is becoming very scarce.

LONDON, ONT., WHOLESALER PASSES AWAY

Samuel Screaton, Senior Member of Edward Adams and Company, London, Ont., Dies in That City After a Two Weeks' Illness

Samuel Screaton the senior partner of Edward Adams and Company, wholesale grocers, London, Ont., died recently in that city, after a two weeks illness from heart trouble. The late Mr. Screaton, was born in London, and spent the greater part of his life in that city. He was formerly in the drug business under the late William Saunders, but in 1885 he joined the staff of Edward Adams and Company, later becoming a partner in the same firm and for some years past he has been the senior partner.

The late Mr. Screaton was of a retiring nature, and for that reason was but seldom in the public eye. He was, however, connected with many charitable institutions and he had a host of appreciative friends. He is survived by his wife and a family of two sons and two daughters. His loss will be deeply felt in the community of which he was so long a part, and in those various interests with which he was most definitely connected.

SENATOR GILLMOR DEAD

Was Senior Partner of Canadian Firm of Chase & Sanborn

The late Hon. Daniel Gillmor, Dominion Senator for the County of Charlotte, N.B., died suddenly on Friday, Feb. 22, at his home in Westmount.

Senator Gillmor was born in St. George, N.B., on July 1st, 1849. He was there associated with the firm of O'Brien and Gillmor, groceries and other lines, and many years ago he came to Montreal and associated himself with the Canadian firm of Chase and Sanborn. Of this company he was senior member until the time of his decease, and was at the office the afternoon before his death. Senator Gillmor previously spent some years on the road, representing the Boston firm of Chase and Sanborn.

In 1904 Senator Gillmor was a candidate for the House of Commons in Charlotte County, though unsuccessful. In January, 1907, he was called to the Senate.

The surviving family is comprised of Mrs. Gillmor, one daughter and three sons, all of the latter having seen active service. These are Capt. Dawes Gillmor, Capt. Daniel Gillmor and Private Horace Gillmor. The sons were at or near home when Senator Gillmor died.

PIONEER PARRY SOUND MERCHANT DIES

John Purvis, one of the pioneers of Parry Sound, Ont., died recently from pneumonia, after a brief illness.

The late Mr. Purvis, though in his 62nd year, was still actively engaged in business with his son under the name of Purvis and Son, grocers. He had been a resident of the town for forty years and had served as mayor and councillor for a number of years. His son, Harry M. Purvis, is the present mayor.

MAXVILLE, ONT., VISITED BY FIRE

A serious fire occurred recently in Maxville, Ont., when the post office and two stores were almost completely destroyed; one of the chief sufferers was D. J. McMillan, who owned the buildings and the store. The loss is estimated at $10,000, which is partially covered by insurance.

Grocer Outclasses Tobacco Stores

Tobacco Department of Lee Grocery, Simcoe, Ont., is Foremost Individual Factor in Town Trade—Latest Design in Fixtures Allows Maximum Display Value—Special Display Sections for Cigarettes, Smoking and Chewing Tobaccos

A STEP towards the time when the grocery store will be one of the chief distributing mediums for cigars, cigarettes and tobaccos, is found in the case of the Lee Grocery of Simcoe, Ont., a store which is a factor of prime importance in the tobacco trade of that town. The tobacco department of the Lee store is one which has been established since the first day the store commenced business many years ago, and is now well known among the townspeople.

Though the Lee store has in past years been under the management of a number of members of the Lee family, the business has retained its original form. There are a number of distinctive departments in the business as it stands to-day, and among the most profitable of these departments is that devoted to the sale of cigars and tobaccos. This department is a sort of specialty with the present manager of the business, a son of the late G. W. Lee, former proprietor. Mr. Lee says the tobacco department is as profitable as is the sale of bread.

With the passing of years, the tobacco department of the Lee store has developed until business is now carried on on a large scale. The most up-to-date fixtures are used, and a jobbing business is done among other grocers and hotels of the town as well as with hotel proprietors in surrounding towns.

As illustrated herewith, the tobacco department in the Lee store has assumed proportions which justify it in laying claim to the biggest sale of tobaccos and cigars of any such store in the town. The fixtures used for displaying the cigars, cigarettes, tobaccos, etc., are of the latest design, and indicate no limitation of expendtiure in fitting out the department with the best display devices available.

Great Power of Suggestion Employed in Display Fixtures

Entering the Lee store, the customer's attention is first attracted to the extensive tobacco department. It extends from the front of the store to about one-third the depth on one side. Display cases are fitted with shelves to allow of the utmost display of cigars in boxes. The cigar display is one of the outstanding features of the department, for seldom is such an array of different brands of cigars found even in an exclusive cigar store. In these cases latest devices are again brought into play. Special equipment in the form of tubes placed at intervals in the cases keep the air moist. In this way the cigars are really in a humidor though at the same time are on display in the showcases. The extent of the cigar stock in the Lee store is a big factor in drawing trade, for customers of this store come from far and near and appreciate the wide selection of brands.

On the display cases are many other articles associated with the tobacco business, arranged so as to suggest themselve to the smoker in the most effective manner. Gum of all kinds, chocolate bars, matches, peppermints, etc., are all there, and get much attention from the tobacco department clients. The sale of gum, chocolate bars, etc., is recognized as a necessary adjunct to the tobacco department and does not in any way interfere with the important candy department of the Lee store located across the way.

View of the tobacco department of the Lee Grocery, Simcoe, Ont.

All Departments Work Towards Common End

In this connection it is interesting to note how these two departments, and in fact all the departments of the Lee store, work together toward the common end. The candy department of this store is well known among the townspeople and draws much trade from young gentlemen. In the Summer time an ice cream parlor is in full swing and serves to bring large numbers of young people through the store. This class of trade represents the largest purchasers of candy and tobaccos, and it is therefore found that the three departments are almost inseparable as a business asset. This source of trade for the tobacco department is altogether apart from that represented by the large number of regular customers of the Lee store. A high class grocery business, fitted with baking facilities, holds much trade, which makes its effect felt in the tobacco department.

The extent of the jobbing and retail business in cigars, cigarettes and tobaccos, is such that a $3,000 stock is kept on hand at all times. The Lee store turns over its stock on the basis of jobber's prices, both in the retail trade and in selling to other grocers and hotel proprietors in town. The hotels of Simcoe and of nearby towns are large purchasers of cigars in boxes. The Lee store acts as a distributing agency for many brands of cigars. Travellers of certain companies take orders from other dealers in the town and turn them in to the Lee store to be filled. This practice eliminates the necessity of soliciting business in the town. The calls of these travellers on the town dealers results in more business than would otherwise be forthcoming.

Pipes, Pouches, Etc., Figure Prominently

The sale of chewing tobacco, pipes, tobacco pouches and other smoking accessories, is a big factor in the store, in addition to the sale of cigars, cigarettes and tobaccos. In the cigar showcases an upper shelf is used for displaying cigars in boxes. These boxes are all fitted with price tickets and arranged in such a manner that they can be easily selected by a customer and easily reached by the sales clerk. The floor of these cases is chiefly used for displaying pipes, pouches, special boxes of cigarettes, cleaners, and other similar articles.

Tobaccos in packages are well displayed through the glass doors of wall fixtures, designed as part of the furnishings' arrangement. There is sufficient space in the sections to allow each brand of tobacco to appear individually. The distinctive appearance of each package is therefore easily recognizable by the tobacco customer. The same applies to the sale of tobacco in plugs. The lower section of the wall fixtures consists of drawers, some of which are designed to fit the boxes in which the plug tobacco is packed. The front end of the box is knocked out and then inserted in the drawers or section devoted to it. The front end of the drawer is of glass and therefore allows of a good display. About a dozen lines of chewing tobacco are carried in this extensive stock.

Selling by Suggestion

The power of suggestion has been found to be one of the greatest factors in the sale of tobacco and cigars. In this instance, as in others, it is seldom found that the customer will ask for any particular line of goods which his eye has not already alighted upon in the showcases or wall fixtures.

No Special Training for Sales Clerk in Tobacco Department

No particular sales clerk is delegated to the tobacco department. Mr. Lee has found it unnecessary for any specially trained clerk to have charge of the sales in this department. The completeness of the display fixtures places almost every line of tobaccos, cigarettes, cigars or plug tobacco where it can readily be seen. In this way the fixtures are the chief element in selling. Difficulty in locating various articles is also thereby reduced to a minimum. Mr. Lee himself does much of the selling in the tobacco department for he firmly believes that salesmanship can increase business in this department as in any other. Oftentimes the suggestion of articles in the display cases can be backed up to advantage with a personal word.

The busiest time for the tobacco department in the Lee store is on Saturday nights. This is the recognized shopping night of the week in Simcoe, and in the surrounding towns. The store is always crowded to the greatest extent on Saturday evenings and the tobacco department is well patronized. Supplies for the week-end are purchased by the townspeople, and supplies for the whole week are then purchased by those from the surrounding country places.

Practically all the grocers in the town of Simcoe handle some stock of tobaccos and cigars. Such business is not enlarged upon to the extent of the Lee store, however, and the sale is chiefly restricted to a few popular lines of smoking and chewing tobaccos. Cigarettes are not handled by the other grocers of the town owing to a $25 license fee which is required. Chewing tobacco and cigars in 25c lots are the strongest items in the general trade.

In the Lee store the biggest sale of cigars is in 25c lots. This fact gives some indication of the total extent of the cigar business done in this store, when the extensive jobbing business in cigars in boxes is taken into consideration. Special retail prices are given in the sale of cigars by the box in the Lee store, but the chief box trade is done with other town dealers, hotels and surrounding towns.

Featuring Coffee to Draw Trade

H. Malcolmson, Chatham, Ont., Uses Effective Window Display to Build Sales—Makes a Specialty of Coffee Sales

CHATHAM, Ontario.—The H. Malcolmson grocery recently had a good window display featuring coffee, in which Mr. Malcolmson has always specialized.

The central item in the window was a dolls' tea table, set with a cloth and china coffee set, showing fancy biscuits, etc. Two big dolls on small chairs were set on opposite sides of the table.

Immediately behind was placed the store's electric coffee-grinder, flanked by neatly stacked red coffee cans. The remainder of the window to the right and left was devoted to showing various grades of coffee, the unground coffee being displayed in frames trimmed with blue bunting and set at a slight incline to give a good view. In the foreground, the entire width of the window and to a depth of several inches were shown the green coffees. The remainder of the space was given to a showing of roasted coffee (unground), including a 40c mixture to the right, and to the left two qualities, a special 30c and an extra strong 40c. The display was flanked at both ends by more coffee tins. All the different qualities shown were labelled with prices quoted in neat lettering. The coffee grinder was connected and used as it stood for grinding whenever needed.

Mr. Malcolmson has always made a feature of his bulk coffees, and gives them frequent advertising and display space. In addition to full space advertising on occasion, there is scarcely an advertisement on other topics that does not carry an epigrammatic reference to "our special breakfast coffee."

Supplying Coffee Tins

A feature of the trade is the use of cylindrical coffee tins, pound size. These are supplied to each new coffee customer and constitutes an air-tight container, which helps to preserve the strength and aroma of the ground coffee. All coffee is electrically ground specially to suit the purchaser at the time of purchase. The coffee tins are constructed with metal tops and cardboard frame, finished in red, and, besides the firm's business card there is printed on the label a special recipe for making good coffee.

Mr. Malcolmson's specialization on coffee has helped to attract a great deal of business in other lines.

INCREASE EGG PRODUCTION

The Galt Poultry Association of Galt, Ont., has launched a campaign to increase egg production, and will supply eggs or baby chicks to any person desiring to embark in the poultry business.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886
The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - President
H. T. HUNTER - - - - - - - Vice-President
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THE MACLEAN PUBLISHING COMPANY, Limited

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OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Phone Main 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

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EDITORIAL BRIEFS

PREMIER Hearst of Ontario turned a deaf ear to the pleas of the workingmen and others. Two and a half per cent. proof is the final word. Looks as though the Jamaica ginger would still be in great demand.

* * *

A TORONTO storekeeper, fortunately not a grocer, who left the window lights burning, was brought before a magistrate and fined fifty dollars. A word to the wise who happen to be using Hydro power should be sufficient.

* * *

WHEN you read in the papers about people in different parts of the country hanging to the ridgepole of their homes to escape the flood, then, even though it may look dry in your neighborhood, have a look at the cellar, and provide against emergencies.

* * *

MR. O'CONNOR is busy as usual discovering things that are not so, and in so doing is endearing himself to the great general public, who delight to think that most people to whom they have to pay money are rascals. The Government is in a sad pickle. They would like to drop this Jonah overboard, but dare not do so since the newspapers have adorned him with the mantle of the public benefactor.

* * *

"A DANGEROUS economy." That is the way Mr. Wills, president of the Imperial Tobacco Company, characterized the impending shortage of tobacco in England, due to transportation difficulties. With a well-filled pipe, a man may look more or less philosophically on many serious ills. The friendly weed is a great fortifier.

PRINCE Edward Island had a surplus crop of 3,000,000 bushels of potatoes. Of these some million and a half bushels have been moved. Clever mathematicians will therefore be able to deduce that there still remains a million and a half bushels of Prince Edward Island potatoes to be disposed of before the new potatoes are available.

* * *

THE Government is again urging the food production campaign. No one would say a word to discourage that campaign, but it is well, nevertheless, to remember that the production of food is not the only question, and we have been faced rather often of late with the reports of plentiful supplies of vegetables in Canada that cannot be brought to those who need them.

THE FARMERS' MARKET

LAST summer there was a good deal of an agitation in Toronto, and other of the larger centres in different parts of the country, with regard to the encouraging of farmers' markets. Curb markets were suggested, and it was urged that here was the solution for so many of the high price evils. At a recent session of the Toronto City Council one of the controllers protested with some warmth in regard to this matter:

"The farmers come in there, sell no lower than our retail stores and get off without paying taxes."

That is, of course, the situation in a nutshell. The farmers' market means nothing of saving to the consumer. The farmer in these days is conversant with daily prices. He knows what the retailer is getting and he sells his goods at precisely the same figures. In the United States various attempts were made to reduce the cost of living by eliminating the middleman. Assistance was given to the producer by the post office authorities and the express companies. Yet the consumer paid just as much as ever, the facts proved that the producer simply absorbed the retailer's margin.

We are not suggesting that there is anything wrong in the farmer getting all he can for his crops, nor would we discourage the farmers' market, which is of great advantage to many towns. The contention merely is that the elimination of the retailer does not reduce prices. This fact has been tried and proven.

MAPLE SYRUP SHOULD BE BUMPER YIELD

THE Food Control Department is preaching a campaign of greater production of maple syrup and sugar. Given satisfactory weather conditions, there should be a hearty response to this propaganda. There is an urgent need for the production of every grade and kind of sugar. There is the assurance that the producer would receive substantial returns. It would seem, therefore, that the owner of maple trees who is not making them produce to their limit is a long way from being far-sighted.

Current Events in Photograph—No. 10

THE GUNS THAT SPEAK FOR DEMOCRACY

THE long expected Hun offensive will break some day soon. The Allies await this assault with confidence born of the knowledge of the better morale of their men and of a laboriously achieved preponderance in artillery. The photo shown herewith is one of the monsters that will be heard in the cause of democracy. It is being brought up to its position on the Lorraine front for its baptism of fire. Other guns on other railways are moving up to other fronts all along the "far-flung battle line."

NO CHANCE OF SMALL BAGS OF FLOUR

Current Belief That Millers Would be Permitted to Sell in Less Than 20 lb. Bags Emphatically Denied By Food Control Department

Ottawa, March 7 (special).—There has been some talk of late that flour in bags of less than 20 lb. in weight would be permitted to be sold by the millers to the trade. Retail dealers claim that now that the standard flour is on sale there will be many people who have always been accustomed to purchase in the small bags who will want their flour in the same way. They point out it will cost them more to put up flour in small quantities in paper bags, including cost of the bags, twine and labor, than it will be have the flour put up similarly by the miller.

Reports have been going the rounds that this would be permitted.

Your correspondent interviewed Mr. Macdonald, of the Food Control Department, who has the flour matter in charge. He states there is no truth in this rumor. "There is no chance what ever," he stated, "that flour will be permitted to be put up by the millers and sold in the smaller packages. The consumer will soon get into the habit of buying it in 24 or larger sized bags, and if this is brought about there should be considerable saving."

Mr. Macdonald did not think that many would ask to buy flour in bags of less weight than 24 lb. It will be interesting to know experiences of retailers in this connection.

SUPPLY OF PRESERVING JARS LIMITED

In view of the importance of householders providing themselves with a sufficient number of vacuum glass jars for the preservation of fruit and vegetables next season, the English Food Production Department has made the necessary arrangements with the Minister of Munitions, representatives of the manufacturing, wholesale, and retail trade organizations, and other bodies. It is strongly emphasized that by ordering their jars at once the public will assist the trade to insure early delivery, and also materially to help relieve the heavily burdened transport systems of the country. Everyone ordering now will be sure of getting a supply of jars in good time and at reasonable prices. If there is delay in giving orders a supply may not be available.

MUST PROTECT LOBSTER INDUSTRY

A Federal law registering the size of lobsters trapped in the waters of the United States in inter-state commerce with a similar law in Nova Scotia was favored by several of the members attending the recent conference of the International Fisheries' Commission at Boston. Lobster dealers told the commission that if the industry was to be saved it would have to be protected by laws rigidly enforced.

Plans for the expansion of the steam trawler fleet operating out of Boston to three times its present size were outlined as result of the increased consumption of salt fish as a meat conservation measure.

The commission will hold conferences in various parts of the Maritime Provinces and will subsequently proceed across the Dominion, holding sittings in the West and on the Pacific coast.

Such questions as the protection of salmon in the Fraser River, the protection of halibut on the Pacific coast, the lobster fisheries of the Atlantic, and the adoption of equitable rules governing the use of Canadian and American ports by fishing vessels of both countries, are the main points of controversy.

Turnover's Place in Judging Profits

A Fair Profit a Relative Term—How it is Affected by Condition of Sale—Bread and Sugar Sales Are Really Profitable—A Correspondent Presents a New Aspect of the Case

UNDER the heading of "The Retailer's Right to a Fair Profit," CANADIAN GROCER recently published extracts from letters received from grocers in all parts of Canada in reply to a query as to whether they believed they were entitled to charge a fair profit on all goods sold. These retailers almost without exception expressed the opinion in one form or another that a grocer was entitled to get a fair profit on business done no matter upon what lines such profit was obtained. No one attempted to define exactly what was meant by a fair profit, but presumably such profit would have to cover cost of doing business which appears at the present time to hover around the twenty per cent. mark and in addition a profit over and above this cost which at the very lowest could not very well be placed at less than five per cent. Let us say then twenty-five per cent. gross profit. That would appear to be the minimum of profit at which those retailers who sent in their replies consider they should do business regardless of the nature of the commodity sold. They admit that upon certain lines they cannot get this profit and that in order to equalize matters they are compelled to make it up upon other lines, but nearly all deprecate this system of making one line of goods pay the profit which they consider they should obtain on another and some even go so far as to suggest that legislation might remedy the matter.

The Case of Sugar

Now it will be interesting to follow out this line of argument and to see exactly where it will lead us. Let us take sugar. The present wholesale price is $8.54 per 100 lbs. at Toronto. To obtain a profit of 52 per cent. on the retail sale price, the grocer would have to sell this at 12 cents per pound. Again, take butter now quoted at 52c at Toronto. To obtain a similar profit the grocer would have to sell at 69c per lb. And yet what an outcry there would be from press and public were the grocers of Canada suddenly to insist on charging these or corresponding prices with no reason other than that they only constituted a fair profit.

At first sight it would appear that no objection could reasonably be made against this claim to a fair profit on the part of the grocer and yet upon second thoughts it will be seen that the outcry from press and public which it is assumed would follow any such rise in prices as those suggested would not be without some justification.

It is now become an accepted maxim in municipal life and economy that the public must not be made to pay through the nose for any commodity or service which constitutes almost a necessary of life. Take, for instance, water. In nearly every case this commodity is now supplied by the municipality itself at slightly over cost. Take gas: in some cases this is supplied by municipalities, in others by private corporations, and in the latter cases such corporations are frequently limited by law in the amount of profit they are allowed to make, such limit covering only a modest interest upon capital involved. Or again take railway transportation in which rates are fixed by a board appointed as a rule by the government of the country. In each of these cases and many others in which the commodity or service supplied is more or less a necessary of life needful to rich or poor alike, the profits derived from the business are strictly limited. Now sugar and butter are just as much necessaries of life as is water and they are necessaries in a much greater degree than are either gas or transportation. Is it not therefore only reasonable on the part of the public to demand that they should not be compelled to pay more than is absolutely necessary for these commodities?

Turnover the Important Item

It will surely not be disputed that any individual or company having a monopoly of supplying sugar at the present current retail price would be able to amass immense profits! And why? Because the margin of profit is a fair one? No. Because of the large turnover. And here is the secret of the whole question—the large turnover. As the volume of your turnover increases so will your overhead charges decrease, and if you are not securing a sufficient margin of profit on any one article to cover your overhead expenses, your aim should be to increase your sales of that particular article until its sale at last becomes profitable to you. You cannot make up the deficiency on other goods handled. If you attempt to do so, be sure that your sales of those other goods will decrease till even at the enhanced price the profit on them will not cover their own proportion of overhead and you will have another deficit to make up on still other goods. If your profit on sugar or on butter is not sufficient to cover overhead expenses, you must sell more sugar and more butter, thereby reducing those overhead charges till the sale becomes a profitable one.

Selling Bread at a Profit

A similar question arose a short time back and was discussed in CANADIAN GROCER at the time with reference to the profit the grocer could make on selling bread and it was contended that in selling at one cent a loaf profit he was doing business at a loss. One view of the matter, however, appeared to be disregarded.

Let us suppose a grocer has a sale of only 50 small loaves a day, costing 10c a loaf. The capital required to pay for this amount is $5 on which he makes a profit of 50c with a daily turnover. His profit is thus $3.50 per week or roughly $175 for the year which is not a bad return on a capital of $5—a neat little 3,500 per cent. per annum with probably no extra overhead charges entailed. Is it to be doubted that any grocer would jump at the opportunity of adding as many more similar lines as he could on such a basis of profit?

So it is with sugar even if he make only 1½ cents per lb. gross profit. Many people purchase 10 or 20 lbs. at a time and it is very little extra trouble to handle 20 lbs. over and above that entailed in handling a single pound but the profit is twenty times as great.

Look at it this way. Say you sell 2,000 lb. of sugar a month and always keep a reserve of 500 lb. in hand, buying 2,000 lb. every month. Your capital in this case, at the present price of sugar, is just over $200 and your gross profit roughly $30 per month or say $360 in the course of the year—180 per cent. per annum on the capital involved. These figures assume he pays cash on delivery but as he probably pays at 30 days and many of his customers pay cash, his outstanding capital would really be much less.

Quick Turnover Goods Require Less Profit

And so it is with any commodity of this nature which is used by everyone continually and on which there is a quick turnover. Consider the difference between a product such as sugar or butter and other products the grocer deals in, such, for instance, as canned salmon. Sugar and butter every one must have. Canned salmon many families hardly ever eat and none probably use it other than occasionally and the average grocer probably would turn this line over only 5 or 6 times a year as compared with 40 or 50 times for the sugar.

The Right Viewpoint on These Sales

The real truth of the matter is that the retailer is accustomed to look at his sugar sales from an entirely wrong standpoint. Instead of his selling lines such as those at a loss, they are really his chief standby. He cannot expect to make the same profit from an article which he sells over and over again every week in the year as on one which

he has to keep on his shelves for two or three months. In considering what his overhead charges are he must make allowance for the frequency of turnover, and considering ten times a year as a normal turnover for his stock any increase of turnover should reduce his overhead accordingly, that is to say if he turns over an article 40 times instead of ten, it would probably be fair to consider the overhead charges on that one article as only one-fourth those on the one turned over less frequently. This would bring the overhead on sugar to 5 per cent. which would be well covered by a profit of 1½ cents per lb. at present prices.

Let us get away then from the idea that we must stick to any hard and fast rule as to the amount of overhead expenses to be covered on any particular article. We must judge the profit we can make on each article according to circumstances and not by any stereotyped regulation. The main point to remember is: It is the volume of the commodity sold that counts. Increase your sales and you thereby automatically lessen your overhead.

REGINA R. M. A. ASKS PROVINCIAL EXECUTIVE TO SECURE LEGISLATION TO REGULATE DELIVERIES

With a view to securing legislation regulating the number of deliveries per day, the Regina Retail Merchants' Association at a recent meeting passed a resolution asking that the provincial executive of the association take the matter up with the proper authorities. The retailers are asking the public of Regina to co-operate with them in the matter of cutting down the number of deliveries by carrying as many parcels as possible.

A resolution was passed asking the city council to take immediate steps for the erection of a convention hall in Regina, the necessity for such a building being increasingly evident.

Appreciation of the credit reporting department of the association was expressed by several members.

A new feature inaugurated recently is the investigation by a committee of all advertising schemes other than legitimate newspaper advertising. All schemes will be passed upon by the advertising committee in future. The membership campaign, according to the report of N. L. Green, president, has resulted in over 70 merchants now being registered as members of the association. A. L. Struthers, efficiency expert, will be in Regina shortly and address a luncheon of local merchants, retailers and clerks.

SMALL FIRE IN MOOSE JAW, SASK., STORE

A small fire started in the basement of the Robinson MacBean departmental store, Moose Jaw, recently, but was brought under control before any damage resulted. The fire started in some straw taken from boxes when crockery was being unpacked.

Ottawa Grocers Discuss Bread Sales

Claim That Profit on This Line is Too Limited—Members of Association Urge That Bread be Not Handled by Grocers —Committee Appointed to Discuss Subject with Bakers

OTTAWA, March 7th.—The profit the Ottawa grocers are getting on bread was one of the chief matters of discussion at their regular meeting on Thursday night last. The majority have been paying 10c per loaf and securing only 11c from the customer. This means only a little more than 9 per cent. gross profit on the selling price.

R. H. Beck stated he was getting 12c per loaf, which meant a fair profit. Some time ago he took the matter up with his customers, pointing out he was not making any profit whatever on bread selling it at 11c, and that it would be satisfactory for him if they purchased bread direct from the baker's wagon. Now that the baker will not be wrapping bread it means that the dealer will have to do so, and therefore will result in an additional expense for paper, twine and time. At first his sales dropped somewhat, but his customers were in the main coming back again because they preferred the convenience of the grocery store to the baker's wagon. In this connection he cited a case where he had raised the price of milk with a view to getting customers to buy direct from the dairy. One of his customers would not pay the increased price and purchased $5 worth of milk tickets from the dairy. The dairy service however did not suit her, with the result she is now purchasing all her milk from Mr. Beck.

Two Cents on 12 Cents Would Mean Gross Margin of 16 2/3 Per Cent.

T. W. Collins referred to the fact that between 300 and 400 stores in Ottawa were selling bread every day, and he estimated in each store there were probably three or four loaves wasted on an average per day. He thought the grocers should tell the Food Control Board this is too much of a waste and urge that the bread business be handled exclusively by the bakers. "If we raise our price 1c on bread," he said, "the customers will naturally get the impression that we are getting a cent extra on everything, and it will not be a very good advertisement for us."

Duncan Bell was of the opinion that grocers should not distribute bread or milk at the profit secured. "We are simply obliging the bakers and dairies when we do so. There should be depots for bread and milk all over the city to take care of this trade."

Alex. Phillips pointed out some grocers were selling bread to attract other trade. Mr. Henderson, of McGregor's, suggested that a committee be appointed to wait on the bakers with a view to obtaining a better understanding between them. This was finally decided upon, the committee consisting of Mr. Henderson, Mr. Beck, and B. G. Crabtree.

Duncan Bell urged the association to do what it could to obtain a universal Daylight Saving Bill in Canada. A motion to favor the daylight saving idea as a Federal proposal was made, and Dominion Secretary E. M. Trowern will be asked to take the matter up with the Government. (It has since been reported that a bill is being prepared by the Government, and it is quite likely will go through.)

Some of the members proposed that stores be closed during the summer months on Wednesday afternoon. This was discussed at some length and will likely be gone into further at a later meeting.

Representatives of the Ottawa "Journal" were present with a plan to make better known the aims and objects of retail merchants. A special edition of that paper is being published with this in view.

S. B. Trainer, of the Canadian Milk Products Co., Toronto, will be invited to give an address before the Ottawa Association likely at the next regular meeting in two weeks' time.

B. T. Huston, of the CANADIAN GROCER staff, was present, and was asked to address the meeting. He referred to the serious food situation from the standpoint of the Allies, and urged that the grocery trade work with a view to conserving as far as possible the essential foods and to push sales of the wholesome, nourishing foods that would take their places. He pointed out 1918 should be a splendid business year for the trade. The Grand Trunk Railway granted increases not long ago to employees to the extent of $500,000. The Canadian Pacific recently gave their employees increases that would amount to more than this. Government and civic employees, as well as laborers and mechanics are earning more money to-day than they ever were before. This all naturally meant good business for the grocer as well as other retail trades. He urged that the aggressive dealer go strongly after business this year. He also urged that care should be taken so that a fair profit would be secured on every article sold. There was no necessity to get undue profits. It never had been shown yet that the grocery trade as a whole were securing such profits since the beginning of the war or before. It was necessary however that every care be exercised in marking goods to prevent losses, as losses were very easy at the present time when cost of doing business was so great.

The Ottawa grocers have begun a campaign to assist in increasing membership of the Ottawa branch of the Retail Merchants' Association. The members were given cards with names of other grocers in Ottawa who will be seen within the next few days. It is expected this will result in a substantial increase in membership.

The chair was occupied by the president, Thos. Bowman.

A Little Problem and its Many Answers

Grocers and Grocers' Clerks Plunge in a Maze of Figures to Unravel the Problem—Did You Think of a Method Not Outlined Here?

LAST week a modest little problem was propounded for the storekeeper and clerk to wrestle with. They have wrestled with some effect. The problem propounded was as follows:

"There are three measures—one contains 8 gals. of oil, the two others being empty, but are 5 gals. and 3 gals. in capacity respectively. How can these three measures and no others be utilized so that exactly 4 gals. will remain in the 8-gal. measure?

And here are some of the answers.

Fill 5-gal. measure from 8-gal. measure, result 3-5-0; fill 3-gal. measure from 5-gal. measure, result 3-2-3; empty 3-gal. measure into 8-gal. measure, result 6-2-0; empty two gallons from 5-gal. measure into 3-gal. measure, result 6-0-2; fill 5-gal. measure from 8-gal. measure, result 1-5-2; fill 3-gal. measure from 5-gal. measure, result 1-4-3; empty 3-gal. measure into 8-gal. measure, result 4-4-0; fill 3-gal. measure from 5-gal measure. Final result—Four gallons in 8-gal. measure; 1 gallon in 5-gal. measure; 3 gallons in 3-gal. measure.

J. FRANCIS & M. LEWIS.
51 Musgrove Street, Ottawa.

A Quebec Method

1st, Fill 3-gal. measure; 2nd, empty 3-gal. measure of oil into the 5-gal. measure; 3rd, fill 3-gal. measure out of 8-gal. measure; 4th, fill 5-gal. measure out of 3-gal. measure, leaving 1 gal.; 5th, empty 5-gal. measure into 8-gal. measure; 6th, empty the 1 gal. left in 3-gal. measure into 5-gal. measure; 7th, fill 3-gal. measure out of 8-gal. measure, and you will have 4 gals. left in the 8-gal. measure.

J. J. SAVAGE.
South Stukely, Que.

Or Do It This Way

Put three from the eight in the three-gallon tin.
This three from the three to the five then pour in.
Then three from the eight measure into the three;
And two from the three fills the five to a tee.
Now five from the five in the eight finds a place.
For one from the three in the five this leaves space.
From the eight to the three, then pour three and no more;
Which leaves in the eight what you want, namely, four.

"SUBSCRIBER."

Or What About This One?

First fill the 5-gal. measure; then from it fill the 3-gal. measure; empty this back into the 8-gal. measure; then empty the remaining 2 gals. of oil out of the 5-gal. measure into the 3-gal. measure; then fill the 5-gal. measure from the 8; then fill the 3 from the 5; then empty the 3 into the 8, which would then contain 4 gals. of oil.

G. A. MORTIMER.
Shelburne R.R. 3.

Further Light on the Question

1st, Fill 3-gal. measure and empty same into the 5-gal. can; 2nd, fill 3-gal. measure again (drawing from the 5 gals. remaining in the 8-gal. container), then finish filling the 5-gal. can from the 3 gallons; 3rd, throw the 5 gals. back into the 8-gal. measure, which will give 1 gal. in the 3-gal. measure, 0 gal. in the 5-gal. measure, 7 gals. in the 8-gal. measure; 4th, empty the 1 gal. which remains in the 3-gal. measure into the 5-gal. can; then fill your 3-gal. measure again from the 7 which are now in the larger container, and again empty the 3-gal. measure into the 5-gal. can, which will give 4 gals. now in the 8-gal. measure and 4 gals. also in the 5-gal. can.

P. C. MESSERVY.
Church Street, Montreal.

Another Way of Doing It

The oil is all in the 8-gal. keg. Fill the 3; put the 3 into the 5; fill the 3 out of the 8; fill the 5 out of the 3; empty the 5 into the 8; put the balance of the 3 into the 5; fill the 3 out of the 8; empty the 3 into the 5, and you will have 4 in the 5 and 4 in the 8.

A. E. ANDERSON.
Atwood, Ont.

Another Answer to the Problem

1st, Fill 3-gal. measure from 8-gal. measure; 2nd, put contents of 3-gal. measure into 5-gal. measure; 3rd, refill 3-gal. measure from 8-gal.; 4th, fill 5-gal. measure from 3-gal. measure; 5th, put contents of 5-gal. measure into 8-gal. measure; 6th, put balance of 3-gal. measure into 5-gal. measure; 7th, fill 3-gal. measure out of 8-gal. measure. The last-named measure will now contain 4 gals.

MILDRED ALLEN.
Thamesford, Ont.

Another Correspondent's Methods

1st, Fill the 3-gal. measure, this will leave 5-0-3; 2nd, empty the 3-gal. measure into the 5-gal. measure, this leaves 5-3-0; 3rd, fill the 3-gal. measure again from the 8-gal. measure, this leaves 2-3-3; 4th, empty the 3-gal. measure into the 5-gal. measure, that will leave 1 gal. left in the 3-gal. measure as follows: 2-5-1; 5th, empty the 5-gal. measure into the 8-gal. measure, that leaves 7-0-1, 6th, empty this 1 gal. (left in the 3-gal. measure) into the 5-gal. measure, this leaves 7-1-0; 7th, fill the 3-gal. measure again from the 8-gal. measure, this leaves the answer: 4-1-3.

PATRICK A. LABELLE
c|o Cavanagh Bros.
Maniwaki, Que.

HERE IS ANOTHER PROBLEM TO TEST YOUR SKILL

The following problem was sent in by G. A. Mortimer, Shelburne, R.R. 3, Ont. Get busy on this one and let us have your answers.

Suppose I were given $100 to start a poultry farm to consist of hens, geese and turkeys, on condition that I spend the $100 (no more, no less) for 100 fowl (no more, no less) at the following prices: hens, 50c; geese, $3.00; turkeys, $5.00. How many of each would I have to get?

Still Another Solution

1st. Fill the 3-gal. and empty it in the 5-gal. measure; then fill it again and then fill up the 5-gal.; then empty the 5-gal. back in the 8-gal. can; now empty the balance of the 3-gal., that is 1-gal. in the 5-gal.; now fill the 3-gal. out of the 8-gal., which has 7 in it, and it leaves 4 gals. in the 8-gal. measure, 3 gals. in the 3-gal. measure, and 1 gal. in the 5-gal. measure, or 4 gals. in 8-gal. measure, 4 gals. in 5-gal. measure.

F. EAMAN,
c|o Arbuthnot & Co.,
Northfield Station, Ont.

The Way it is Done in Thedford

Fill the 5 gal. can from the 8 gal can:—Leave 3 in 8, and 5 in 5.

Fill the 3 gal. can from the 5 gal. can:—Leave 3 in 8, 2 in 5 and 3 in 3.

Pour the 3 gals. from 3 gal. can back in 8 gal. can:—Leave 6 in 8, 2 in 5, 3 empty.

Pour the 2 gals. from 5 gal. can into the 3 gal. can:—Leave 6 in 8, 5 empty, 2 in 3 gal.

Fill the 5 gal. can from the 8 gal. can:—Leave 1 in 8, 5 in 5, 2 in 3.

Fill the 3 gal. can from the 5 gal. can:—1 in 8, 4 in 5, 3 in 3.

Pour the 3 gal. can back into the 8:—Leaves 5 in 8, 5 in 5, 3 empty.

L. S. Larkinson, Thedford, Ont.

Here is Another Solution

	8 gal.	5 gal.	3 gal.
Take 3 from 8 and put in 5	5	3	0
Take 3 from 8 and put 2 of it in 5	2	5	1
Put 5 into 8 and 1 into 5	7	1	0
Take 3 from 8 and put into 5	4	4	0

—M.R.S.

PAINTED SALMON HELPS SALES

Painted salmon have been sold in large quantities through Boston, Mass., according to inspectors of the city health department. Dr. P. H. Mullowney, deputy commissioner in charge of food inspection, states that his men discovered employees in a packing house painting the fish, which were then smoked, causing the color to be absorbed and giving the fish a pleasing appearance to the eye. A paint brush and bucket were seized as exhibits.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

A. R. Spence, grocer, Moncton, N.B., has suffered loss by fire, partially insured.

W. Frank Hatheway, of W. F. Hatheway & Co., Ltd., is in Florida for the spring months.

Recent storms have damaged sardine wiers along the Bay of Fundy coast to the extent of $1,000,000, according to estimate made by the fisheries inspector.

William J. Duffy, aged thirty-five years, clerk in the grocery store of Jenkins & Sons, Charlottetown, was killed in an elevator accident when the car fell.

Bakers in St. John are permitted to continue the use of white flour until March 15, owing to the railway congestion having prevented the arrival of stocks of war flour.

Quebec

J. E. Molouin, grocer, Quebec, has sold out.

F. X. Marcil, grocer, Joliette, Que., is dead.

Miss F. Coderre, grocer, Montreal, has discontinued.

F. Duchesneau, general store, St. Tite, has sold out.

Lauxon & Frere, grocers, Montreal, sustained loss by fire and water.

W. Cloutier, general store, St. Sauveur des Montagnes, suffered loss by fire.

Schechter & Handelman, general store, Lachine, have dissolved partnership

Hellyer and Co., of Japan, are represented this week in Montreal by Mr. Hellyer.

H. D. Marshall of Ottawa is in Montreal for a few days in the interests of his firm.

Canadian Syndicate, general store, Lachine, has dissolved; a new firm has been formed.

L. F. Pye, buyer for the John Duncan Co. in Japan, has arrived in Montreal and will be there for a time.

Mr. Evans, buyer for the Hudson's Bay Co. at Calgary, was a Montreal visitor in the interests of his firm.

A. Pellerin of Ste. Agathe, Que., dealer in fruits, vegetables and meats, was a visitor to Montreal last week.

Mr. Irwin, of Irwin, Harrison and Crossfield, New York, tea importers, is a Montreal visitor this week.

C. Ritz, manager of the Robin Hood mills Montreal office is a visitor for the week in the Maritime Provinces.

J. H. Bell, manager of the B. & L. Manufacturing Co. of Sherbrooke, Que., was a visitor to Montreal last week.

Martin F. Sichel, representing Small's Limited, of Montreal, is visiting Toronto, Hamilton and London this week in the interests of his firm.

N. Gottlieb, formerly tea buyer for the firm of Harrison and Crossfield, has arrived from Japan and is renewing acquaintances in Montreal.

Jos. Barnes of Caughnawaga was a caller at the Montreal office of CANADIAN GROCER last week. Mr. Barnes has been a merchant in Caughnawaga since 1872.

The many friends and acquaintances of Capt. F. W. Wallace, Secretary of the Fish Committee of the Food Controller's Board, will sympathize with him in the death of Mrs. Wallace, on Friday February 22nd.

Merchants of Montreal have formed an organization with other city interests for the enforcement of the criminal law as it affects business. Many thousands of dollars are lost each year through thefts which the police seem unable to deal with.

Armand and Emile Chaput, of Armand Chaput & Co., are in New York this week and expect to return to Montreal on Friday. They have made an extended tour of United States centres for the past five or six weeks, where they have visited the dried fruit and other centres of the Republic.

Ontario

A. Dell, grocer, Toronto, has sold out.

S. Miller, grocer, Toronto, has sold out.

N. Bernier, grocer, Ottawa, has sold out.

H. B. Riddell, grocer, Toronto, has sold out.

Wm. A. Mills, grocer, Toronto, has sold to E. Munk.

J. Ross, grocer, Toronto, has sold to Jos. Barron.

E. E. Allen, grocer, Toronto, has sold to J. Ross.

N. Mitoff, grocer, Toronto, has sold to G. C. Litoff.

Maxville Creamery, Ltd., Ottawa, Ont., has sold out.

A. Laplante, grocer, Cornwall, Ont., has sold out.

Field Bros., Cobourg, Ont., sustained loss by fire.

Bruder & Loos, grocers, Walkerton, have dissolved.

F. E. Seely, grocer, Sarnia, Ont., has sold to P. Randall.

A. Kinsman, grocer, Toronto, has sold to L. W. Richardson.

G. Meyer, grocer, Toronto, has been succeeded by E. Marr.

M. D. Grimshaw, grocer, Toronto, has been succeeded by Mrs. A. Gray.

W. E. Graham, grocer, Barrie, has been succeeded by Merrick & Litster.

E. Smith, grocer, Toronto, has sold Parliament street branch to J. Collish.

Waddell Preserving Co., Ltd., Brantford, Ont., will build an addition to the present plant.

S. Shadoff, grocer, Toronto, has been succeeded by T. Georgieff and others trading as W. Benson.

Patterson & Ferguson, grocers, Smiths Falls, have dissolved. E. F. Ferguson continues the business.

The Wingham, Ont., salt works has lately been purchased from the Young estate, the owners, by the William Davies Company.

Grocers of Sarnia, Ont., are protesting a new tax of $10 which the town council proposes to levy upon dealers handling cigars and cigarettes.

Grocers of Stratford, Ont., have decided to cut out Saturday night deliveries after March 9. No orders will be received after 6 p.m. for delivery that day.

Windsor merchants, members of Border City Retail Merchants' Association are launching an ambitious campaign to secure new members for the association.

Canning factory plant owned by E. McCaw, Picton, Ont., has been purchased by Mayor Colliver who also owns a large evaporated plant at Oakville, Ont.

Brantford Merchants' Club has been launched at Brantford, Ont., with J. M. Young as honorary president; B. Inglis, president W. D. Christianson, vice-president, W. C. Greenhill, secretary.

H. N. Carr & Company, Ltd., has been incorporated with headquarters at Hamilton, to manufacture and deal in farm and dairy products and to operate creameries and cheese factories, retail stores, etc.

Cambefort Cheese Company, Ltd., has been incorporated to carry on the manufacture and sale of cheese, butter, and other farm products, with headquarters at Gore Bay, Ont.

James Comb, Palmerston, Ont., who has conducted a grocery store in that town for the past 28 years is retiring from business. The business has been sold to Theo. Morris of the Queen's Hotel, Palmerston, who will carry it on.

William Williamson, who has been deputy collector of Customs at Belleville, Ont., for a number of years past, died there recently in his 65th year. Previous to his appointment he had conducted a grocery business in that city for 19 years.

J. A. Rourke, Hepworth, Ont., for many years a resident of that town, died recently after a protracted illness. He was one of the pioneer merchants of the section, having conducted the first gen-

eral store to be opened at Shallow Lake, Ont.

Retail merchants of Hamilton, Ont., are endeavoring to secure a modification of the recent ruling against window lighting. A reasonable amount of window lighting is asked, for which consideration economy in the use of lighting inside the stores will be effected.

Betty's Ltd. has been incorporated with a capital of $40,000 to carry on business as manufacturers and shippers of canned goods, condiments, pickles, jams, jellies, preserves, table delicacies, grocers' sundries and supplies and prepared foods. Headquarters of the company in Toronto, Ont.

Western Provinces

F. C. Walters, grocer, Victoria, B.C., has sold out.

F. M. Dean, grocer, Frobisher, Sask., has discontinued.

J. Rothstein, general store, Wroxton, Sask., has sold out.

M. Rosovsky, general store, Zehner, Sask., has sold out.

J. A. Riddle, general store, Canwood, Sask., has sold out.

W. D. Jenkins, general store, Instow, Sask., has sold out.

Surdia & Oltman, general store, Limerick, Sask., have sold out.

Rutherford Trading Co., Opal, Alta., has dissolved partnership.

F. Adilman, general store, Verigin, Sask., has sold to Katz Bros.

H. Baranbam, general store, Waldheim, Sask., has discontinued.

H. Jones, general store, Marengo, Sask., has discontinued business.

E. Boitteaux, general store, Wauchope, Sask., has sold to K. H. Goettler.

Barsky Bros., general store, Cudworth, Sask., have dissolved partnership.

Plotkins Bros., general store, Morse, Sask., have dissolved partnership.

Moffett & Robertson, general store, Viceroy, Sask., have sold to L. Goldberg.

Maddin Bros., Ltd., general store, Eriksdale, Man., have been incorporated.

McPherson & Lyle, general store, Weldon, Sask., have sold to Wm. Fraser.

R. Foster, grocer, Winnipeg, Man., has been succeeded by Corrigan & Churchill.

R. T. Fowler, grocer, Prince Albert, Sask., has been succeeded by J. Cassie.

Farmers' Trading Co., general store, Cadogan, Alta., has dissolved partnership.

Wm. Fraser, general store, Melfort, Sask., has opened a branch at Weldon, Sask.

Holden Supply Co., general store, Holden, Alta., has been succeeded by M. Black.

A. Ostrovsky, general store, Wakaw, Sask., has been succeeded by Ostrovsky & Barsky.

Scales Carscadden Rothnie, Ltd., general store, Virden, Man., has been incorporated.

Johnston & Coner, general store, Fort Pitt, Sask., have dissolved. T. W. Johnston continues.

Munro Bros., Central Butte, Sask., general store, have been succeeded by Maeer & Clarke.

DEATH OF A. P. CALL

Dies at Early Age—Well Known Throughout the West—Sales Manager for Jobin, Marrin Co., Winnipeg

The death is announced of Arthur P. Call on February 27, at Mayo Brothers Hospital, Rochester, Minn. Mr. Call was well known throughout Western Canada as sales manager for Jobin, Marrin Co., Ltd., wholesale grocers, Winnipeg. He had been ailing for a month, following a trip East to see his mother, who resides in Toronto. On his return to Winnipeg he suffered an attack of grippe which developed into an abscess in the ear. This necessitated his going to Rochester, where meningitis developed, causing his death. He was born at Picton, Ont., in 1881, being educated at the high school there, and at the Jesuit school, Kingston, Ont. He followed the profession of school teaching for a number of years, joining the staff of Jobin, Marrin Co., Ltd., in 1904. While with this firm he filled many important positions, even-

THE LATE A. P. CALL
who at the time of his death was sales manager for Jobin, Marrin & Co., Winnipeg.

tually being appointed their sales manager, which position he filled at the time of his death. His frank and engaging manner endeared him to a host of friends who mourn his early demise. Expressions of regret were heard on every hand as he was a man of exceptional qualities, and his position will be difficult to fill.

NEW SCALE AND SLICER CO.

Thos. Ferguson, Toronto, who has been connected with the Brantford Scale Co., Brantford, Ont., for some seven years, has severed his connections with that firm to join the Canada Scale and Slicer Company, Limited. J. L. Howard, formerly connected with the Brantford company, is manager of the new company, which is now manufacturing scales and slicers. He was connected with the Brantford Scale Co. at its inception in 1910. Mr. Ferguson has been appointed general sales manager of the Canada Scale and Slicer Company, with headquarters at 482 College Street, Toronto.

FISHERMEN PROTEST AGAINST FIXED PRICES

Vigorous protest against the price fixed by the Ontario Government for fish requisitioned from the fishermen of the province, for distribution at cost among the people, has been voiced by deputations from the Lake Erie Fishermen's Association and the Lake Huron and Georgian Bay Fishermen's Association.

The fishermen have to provide boxing, ice and other necessaries and with the high cost of fishing equipment, labor, etc., it was contended that a price of 12 to 14 cents a pound was not too much. The fishermen claim that it costs 10c per pound to produce fish and that this nets them only between 6c and 7c per pound at shipping points. They claim that they are the only class asked to labor at less than cost.

TORONTO TRAVELLER DIES ON THE ROAD

J. W. Powell, Toronto, a traveller for the E. W. Gillett Company, Ltd., Toronto, died recently in Dublin, Ont., from pneumonia contracted while on business. He was too ill to move to his home, and he died after a week's illness.

New Goods Department

NON-ALCOHOLIC FOOD FLAVORS

A. N. Christy & Company, Newark, N.Y., is putting on the market in Canada a range of food flavors comprising forty condensed extracts which are claimed to contain no alcohol in any form. These flavors are put up in paste form and are sold in tubes of two sizes. The condensed extract in tubes is used by the drop. These flavors are claimed to preserve all the qualities of the original fruits, vegetables and spices.

A NEW EGG POWDER

"Rola" egg powder is a new line that is being manufactured by Rola Products Registered, Montreal and Toronto. Rose and Laflamme Limited, Montreal and Toronto, are the selling agents.

The manufacturers point out it is made from evaporated eggs and other ingredients. It will be sold to the consumer at 25c per tin.

While it can be used in all recipes for cake making, etc., in place of fresh eggs, the manufacturers do not claim that it replaces baking powder in any way.

The package is attractively gotten up and is packed one dozen in a neat display carton, which can be used for counter sales. Directions are enclosed in the package and show a number of recipes.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE first sales for the 1918 pack of canned salmon have been made by British Columbia packers at prices which, it is felt among the trade, are exceedingly high. In fact, the view is expressed that regulation by Canada's Food Administration Board should be undertaken. Exorbitant prices are being asked by the fishermen for the raw fish and the cold storage men are urgent bidders for the catch.

The primary market on both Japan and Ceylon teas is very strong and sales of stocks in Canada are being made at less than replacement values. Coffee roasters are required by the Dominion Government to supply full details as to stocks on hand, output, etc., though no explanation has been offered as to what use will be made of this information. The market is very firm and in some instances premiums are being offered to secure spot stocks.

Cereals are holding very firm and advances have been made in rolled oats. Improved transportation facilities will improve stocks somewhat or at least enable orders to be filled, but at present supplies remain limited.

In an evident desire to unload some of the heavy stocks of barreled apples, some big declines are registered for the week, ranging from 50c to $2.00 per barrel. The demand for boxed apples is good and the market held firm with slight advances being recorded in Winesaps.

Potatoes from New Brunswick are a little easier. The first shipment of Greek currants in months has arrived and these are being quoted at 30c. It is thought that dates now lying in New York may be rolling in a very few days towards their destination. The primary market on spices is very strong and prices are expected to advance. Shelled walnuts are quoted as high as 75c and further advances would not be unexpected. Pearl and pot barley show strength in an advance of 50c, while the diversion of mill feeds from Fort William mills back West accentuates the present shortage.

QUEBEC MARKETS

MONTREAL, March 5.—The week has been one of modified interest although there is very little evidence that orders are scarce. For the most part there is a strong undertone to the market in nearly all commodities and some lines are getting scarcer from day to day. The most interesting feature to report is that of an advance of 25c per 100 lbs. in the price of sugar, this being applied to that of Atlantic Sugar Refineries product, and making the price $8.65. The others remain at $8.40. Increased costs of transportation and other commodities are assigned as the reason for this advance. The raws are coming in somewhat better but not as they are desired. There seems to be little indication of an immediate advance by the others although in one quarter CANADIAN GROCER was informed that this was probable. Peanut butter, chicory, blue, mustard, walnuts, mill feeds, cereals, fruit jars, crisco and camphor are all in the advance list for the week and rice is in a strong market. It is worthy of note that a feeling prevails and is evident that many supplies are shorter than they have been, although deliveries are expected to improve. Many cars of foodstuffs are en route and these are anxiously awaited.

Refined Sugar Advances Twenty-Five Cents

Montreal.

SUGAR.—The interest of the week centres in an advance of 25c per hundred pounds in the price of refined sugar. This was made by the Atlantic Sugar Refineries other prices holding without any change. It is made necessary, say the refiners, owing to the added costs for transportation, and other factors have also made it essential to ask this increased price. As one refiner started to CANADIAN GROCER: "It looks like a day to day proposition, in so far as the delivery of raws is concerned." It is unlikely that this price will be increased, stated this same informant and just as unlikely that it will decline. On the other hand some refiners feel that deliveries should be better in the course of a few weeks and if they are they see no reason why prices should be changed upward. It is a generally stated that more raws would be desirable, that if they were to be had the demand would readily absorb them, and that every part is being served as equally as the depleted stocks will permit of. Some feel that if the retail trade would make more suggestions from week to week, urging their customers to take and to use more soft sugars, this would serve to help matters in so far as giving all some sugar, is concerned. Another refiner states that he has very little of the soft sugars to sell. In any case it seems that these soft sugars are to be had from one or two of the refineries, and it will be well to educate one's trade for these where possible.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 65
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Some Dealers Short Of Canned Goods

Montreal.

CANNED GOODS.—The demand for canned tomatoes has improved, states one jobber and there seems to be more activity just new as between jobbers themeselves, quite a number of lots changing hands. Importers state that they have very little to offer, no canned vegetables at all and just a fair quantity of canned fruits. The trade is looking up somewhat here and there, as spring approaches, and it was stated that there would in all probability be an improved demand in the near future from the consuming public. It is a strange coincidence, that the same conditions obtain in the United States markets, that of the trading being confined almost entirely to

the business that is passing between jobbers themselves, supplies having passed out of first hands.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	....	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s)	....	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Fruit Jars Up; Washing Blues Also

Montreal.

FRUIT JARS.—Advances have been recorded in fruit jars and these are as much as 75 cents per doz. Imperial gem are now selling on the following basis: pts,. $10.50 qts. $11 and ½-gal. $14. In the Imperial measures sizes the pints are $11; quarts $12 and half gallons $14. The Perfection in these three sizes are selling at $11.50, $12 and $16.25 per doz. respectively. Washing blue has also recorded a considerable advance and this is quoted by one large jobber at 20c all through per lb.; Reckitt's at 22c and Challenge at 14½c

Shortening, Peanut Butter, Chicory Up

Montreal.

CRISCO, PEANUT BUTTER, ETC.—There have been a few advances in some lines this week and among these are Crisco, which is selling now at $10.80 per case in all sizes. This represents an advance of 15c per case. Peanut butter, for which a very strong demand is said to exist, is selling at 27c per lb. an advance of 3c. Canadian Chicory is up to 30c per lb., representing an advance of 8c. Camphor is stated to be very scarce and in one quarter is now selling at 40c per lb. Mustards are being held in a firming market and are selling as high as 70c per lb. for the ¼'s; 66c for the ½'s and 65c for the one pounds.

Local Rice Price Holds Firm

Montreal.

RICE.—The local rice situation continues to rule firmly at the advances recorded a week ago. There is a fair amount of trading and jobbers are selling at the new prices. In the outside points there is a strong tone also and in view of the fact that the U.S. Government has picked up various lots here and there, the tendencies have been to higher levels. In fact there is but a small spot quantity, it is said, following the government's purchasing of these supplies.

Carolina	11 50	12 50
"Texas," per 100 lbs.	....	9 50
Patna (good)	9 00	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"	....	8 50
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	....	7 60
Mandarin	....	8 75
Packling rice	....	7 70
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Dried Fruit Shipments Relieve Shortage

Montreal.

DRIED FRUITS.—The dried fruit market is short of peaches, prunes apricots, pears and raisins, it is stated. If the many cars that were shipped weeks, and in some instances, months ago were available it is said that they would be readily saleable as the market would command a fairly large amount. The prices are very firm and in the matter of raisins, figs and prunes, and also evaporated apples the conditions are such as to suggest higher quotations in the near future. In the U.S. Centres the situation is not very clear in view of the fact that the government's interference in various ways has unsettled the market and there seems to be very little to offer of various lines. The whole situation is materially affected by the urgency of the government's needs for the army and navy. Prices locally are unchanged but firm.

Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	5 75
Do., Dromedary	....	6 50
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. (12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 17
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	....	0 10
Oregon, 30-40s	....	0 15¼
40-50s	....	0 15¼
50-60s	....	0 12¾

Supplies Of Spices Show No Improvement

Montreal

SPICES.—There is little change, locally in the condition of the spice market. It is stated that the prices are as low as they will be and that in some quarters there is very little inclination to seek new business. Local stocks have been maintained fairly well and these are held without change. Deliveries have improved the past few days and will be better as the weather improves. Cassias are very strong in the primary markets. Peppers continue to rule firmly. Cloves are scarce and the outlook is for small lots only. There is a strong indication that nutmegs will reach higher levels.

	5 lb. boxes	10-lb. boxes
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	....	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Bean Market Strong; Supplies Scarce

Montreal.

BEANS.—There is a continued strong tone to the bean market and in view of the fact that deliveries have been light and are likely to be, there is every possibility of higher prices. Some supplies of Japanese hand-picked beans have been received and others are on the way from the coast, several carloads being en route to one large jobber. These will be on sale at from $8.50 to $9 per bushel. In view of all the various circumstances through which supply has been curtailed, and which have already been referred to in these columns for several weeks, it is unlikely that there will be any great surplus. The Ontario beans are practically out of the jobbers' figuring these days, and the Quebec crop is being used up by the usual demand, which is seasonable.

Beans—		
Canadian, hand-picked, bush.	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Maple Products, Honey In Light Supply

Montreal.

MAPLE PRODUCTS AND HONEY.—There is really very little to say on the market for maple products or for honey. The season is so advanced that little improvement can be expected in deliveries of honey and these have been light for some time past. The maple syrup and sugar supply is likewise stated to be small and this is being picked up gradu-

ally by the fair demand that exists. It is expected from all sides that there will be a good run of sap this spring and in view of the fact that greater interest seems to be taken in the reduction of this to syrup and sugar, there will probably be a larger production than in former years. Prices are unchanged as follows:

Honey—		
Buckwheat, 5-10 lb. tins, lb....	....	0 19
Buckwheat, 60-lb. tins, lb.....	....	0 16½
Clover, 5-10 lb. tins, per lb.....	....	0 22
Clover, 60-lb. tins	....	0 21
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.....	0 19	0 20

Corn Syrups Firm; Molasses Unchanged

Montreal.

CORN SYRUPS AND MOLASSES.—The position of the corn syrup is indicated by a maintained firmness, although there have been no changes. The better delivery of supplies of corn has enabled the makers to overtake some of the orders that have accumulated in the weeks during which supplies were unobtainable. As before stated, the prices of corn in U.S. Markets cannot be construed as having an effect on the situation here, expecting these changes are maintained, and they have been of such a fluctuating nature as to not be a factor in the local market. It is expected and hoped that there will be better deliveries as the season advances and as congestion is relieved. Molasses is still very strong and in the import centres there is a similar condition to that prevailing here, viz., a great scarcity of spot supplies.

Corn Syrup—		
Barrels, about 700 lbs.....	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each.....	....	2 15
3-gal. 38½-lb. pails, each.....	....	3 25
5-gal. 65-lb. pails, each.....	....	5 25

Barbadoes Molasses—	Prices for Fancy, Island of	Choice, Montreal
Puncheons	0 91	0 93
Barrels	0 94	0 96
Half barrels	0 96	0 98

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case....		5 05
Barrels, per 100 lbs.		7 50
Half barrels, per 100 lbs.....		7 75

Peanuts Will Be Scarce; Also Almonds And Filberts

Montreal.

NUTS.—It is very evident from advices just received that there will be much difficulty in securing the usual supplies of nuts for the present season. A large importer told CANADIAN GROCER that shipments were now to be prohibited out of Spain and that with this decision there would be very little procurable from either Spain, Portugal or France. As a direct result of this shelled almonds have advanced four cents a pound, and even at this the New York importers are not in a selling mood. It will naturally be hard to get supplies of peanuts and these are being readily and freely asked for at the present time. A large quantity of these is used in the making of peanut butter and this product seems to be selling better than ever before, since it was placed on the market. It requires a combination of Virginia and another grade of the Spanish nuts. Chinese peanuts have been on the market and have been selling in some quarters. Shelled walnuts are selling at 2c higher.

Almonds (Tara), per lb.....	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled.....	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.....	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.....	0 16	0 21
Peanuts, shelled, Spanish, No. 1..	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb....	0 21	0 25
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 61	0 63
Walnuts (Marbots), in bags.....	0 22	0 24
Walnuts (California), No. 1....	....	0 24

New Flour Being Used; Feeds Much Higher

Montreal.

FLOUR AND FEED.—Notwithstanding the order to permit of the using up of patent flours in the hands of bakers, it is stated that a great deal of the war standard flour is already being used and the restaurants are now serving bread made by it, much as they disliked having to meet with the requirements. Opinion seems to be divided as to the amount of old flours in the hands of bakers, but it is probable that these are small, excepting with some who have had to protect themselves in outside points where they had flour delivered in advance to prevent any possible shortage through non-delivery. The bakers are in somewhat of an awkward position who have too much on hand, that is, more than they will require beyond March 15th, for, while the government will take delivery of this it must be delivered at the price paid by the baker, to the seaboard. This makes no allowance for freight and this is the decision of the government as told to CANADIAN GROCER by one of the large mills. However, it is generally thought that few will be confronted with serious loss in this way, although it will probably affect a few. Deliveries of wheat have somewhat improved and the mills are able to work longer hours, although they could make much more flour if the wheat were available in larger quantities. Demand is still active. In the matter of feeds the request from all points continues unabated. As a matter of fact one miller stated that they would be able to sell three times the quantity if the same could be delivered. Crushed oats and barley chop are higher and the latter have advanced in the week $7 a ton in one quarter, while other grades are higher still. Feed oats have advanced afain and are selling at $1.15.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 10
Car lots (delivered), Bakers...	....	11 20
Small lots (delivered)	....	11 30
Bran, per ton	35 00	....
Shorts	40 00	....
Crushed oats	61 00	69 00
Barley chop	69 00	78 00
Barley meal	71 00	78 00
Feed oats, per bushel	....	1 15

Note.—There are various grades of feed and this explains spread of prices above.

Cereals Are Higher; Will Rule Firmly

Montreal.

CEREALS.—The tendencies are very firm for cereals this week and as a matter of fact advances have been made by some in cornmeal, oatmeal and rolled oats and barley are also very firm. Rye flour is in a very firm position and as a matter of fact it is difficult to maintain a quotation on this. The scarcity of oats will serve to still firm oat products and to make it harder to procure in large quantities. Package oats are higher this week and this applies to the various sized packages. Corn meal is very firm and the prices of other cereals are still ruling firmly.

Barley, pearl	....	8 25
Barley, pot, 98 lbs.	6 25	6 50
Corn flour, 98 lbs.	6 50	7 50
Cornmeal, yellow, 98 lbs.....	5 90	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.....	7 50	7 75
Oatmeal, standard, 98 lbs.....	5 85	6 25
Oatmeal, granulated, 98 lbs....	5 85	6 25
Peas, Canadian, boiling, bush....	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 50	6 00
Rolled oats (family pack.), case	5 75	5 80
Rolled oats (small size), case...	2 05	2 12½
Rye flour, small lots, 98 lbs....	....	6 25

Vegetable Markets Fair Montreal Potatoes Down

Montreal.

FRUITS AND VEGETABLES.—The features of the week are confined to declines on some lines of vegetables and to a firmer tone for Boston lettuce. Montreal potatoes are selling for $1.60 to $1.75 per bag, but the New Brunswick variety are still unchanged. There is a decidedly weaker tendency in the price of red onions, and while the prices are unchanged these sold on the market last week as low as 75c per bag. The prices are really open in many cases. Cabbage is a little firmer, about 25c per bbl. New cucumbers are on the market at $2.50 per doz. Fruits are still in fair demand and the prices are held unchanged. It is expected that with the arrival of Spring conditions and Easter there will be a decided impetus to business in fruit and vegetables.

Bananas (fancy large), bunch...	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, California navels.....	7 00	7 50
Oranges (bitter)	4 00	4 50
Oranges (Seville, bitter)	....	5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00

Lemons (fancy new Messina), as to size	1 50	6 00
Lemons, California seedless	....	5 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64	....	1 50
Grape fruit (fancy Porto Ricos) 54, 64	....	1 25
Grape fruit (fancy Porto Ricos) 36	....	4 00
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights, tinted), per keg	....	12 00
Grapes, Malaga, medium	....	10 00
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 50	5 00
Russets	6 00	6 50
Apples, boxed	....	2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3 (ordinary), bbl.	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3 (ordinary), bbl.	....	4 00
Boxed apples (all sizes)	....	2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate	....	2 75
Cabage, Montreal, per bbl.	2 50	3 25
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	6 00	7 50
Celery, Cal., 2 doz. crate	....	4 50
Celery (Wash.), doz.	....	1 50
Celery, Florida	3 00	3 75
Cucumbers (Boston), doz.	....	2 50
Mint	....	0 60
Leeks	3 00	4 00
Onions, Canadian, bag	1 50	1 75
Onions, red, 100-lb. bag	....	2 75
Oyster plant	....	0 75
Parsley (Amer.)	....	1 50
Parsley (Can.)	....	0 75
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 00
Spanish onions (small crate)	....	1 25
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	1 60	1 75
Potatoes (New Brunswick), bag	2 00	2 25
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.	....	0 30
Lettuce, curly (3 doz.)	....	2 50
Lettuce, Boston, hothouse (2 doz. in box)	2 00	2 50
Lettuce (Florida), hamper	....	2 75
Cranberries (Cape Cod), box	....	5 50
Cranberries (new), small size, bbl.	....	15 00
Watercress (Can.)	....	0 75
Watercress (Amer.)	....	1 25

The Strength Of Coffee Points To Higher Price

Montreal.

COFFEE.—The price of coffee has been unchanged. There is a strong feeling, however, and in the outside markets indications are taken to point to an upward revision of prices if stocks on spot continue to dwindle. This is inevitable if tonnage is not available for supplies, and there seems to be little promise of improvement along these lines. The trading in futures is not active, and there is little inclination to buy beyond a limited period in large volume. The cocoa situation is firm, and sales here are reported to be much better than expected. A great deal is being used.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Japan Teas Shorter And Tendencies Upward

Montreal.

TEAS.—There have been few definite changes locally in the tea markets, but the tendencies are very strong. Japans are reported to be shorter again, as are also some other lines. An active trade is reported from the outside in particular and it is presumed that the country dealers have weighed all conditions and realize that they will have to pay more for teas in the near future. In any event the market is strong locally, but prices are still unchanged. The New York market is ruling strong.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50
Javas—		
Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

ONTARIO MARKETS

TORONTO, March 6.—With improved transportation facilities some improvement is shown in the movement of sugar and grain in addition to other lines, and an easier feeling exists among the trade. Cars are moving with greater freedom, and it is thought that the curtailed passenger service will result beneficially to the freight end of the traffic as soon as adjustments can be effected. Business is reported good and changes in price are not excessive. A decided drop in some lines of apples was made during the week and New Brunswick potatoes are somewhat easier. It is reported that British Columbia packers have made some sales of 1918 canned salmon, and that prices are exceedingly high. The better grades are hard to procure at present. Gem jars, peanut butter, walnuts and rolled oats have all advanced. The first shipment of Greek currants to reach the local market in twelve months arrived during the week.

Relief In Sugar Situation Developing

Toronto.

SUGAR.—Relief from the present shortage of sugar may be expected in the next few weeks if conditions continue to improve. The arrivals of raw sugars during the week at Atlantic ports were 48,627 tons, which admits meltings of 50,000 tons, leaving raw stock of 21,819 tons. These meltings allow a distribution of 50,000 tons of refined sugar to be forwarded from Atlantic ports, and to this can be added about 17,000 tons from the Southern refineries. It is confidently expected that a few more weeks of distribution of this size will bring conditions to normal as far as supplies of refined are concerned, and this condition will be reflected in Canada as well as the United States. Receipts of raws are reported, and refined sugars generally are slightly better, with every prospect of improvement shortly. Although a temporary shortage exists, there is reason to believe sugar will be plentiful when transportation is provided to carry same.

As CANADIAN GROCER goes to press the Atlantic Sugar Refineries report an advance of 25c. No other changes had gone into effect, but it is probable that similar action will be taken by other refiners.

Atlantic, extra granulated	8 79
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	8 54
Can. Sugar Refinery, extra granulated	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials:—25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Gem Jars Advance; Peanut Butter Up

Toronto.

GEM JARS, PEANUT BUTTER.—New prices have been issued on many miscellaneous lines handled by the wholesalers, prominent among which this week are advances on gem jars and peanut butter. The present quotations on gem jars approximate a straight advance of 50c a gross, and orders are now being booked on the following basis:

Wine Measure	Pint	Gross Quart	½ Gal.
Crown and Imperial Gem.	$10.50	$11.00	$14.00
Crown style only	11.00	12.00	16.00
Perfect Seal	11.50	12.00	16.25

Comparative figures on Clark's peanut butter, showing the old prices and the new quotations, which represent a slight advance, are as follows:

	Old	New
¼'s	$1.35	$1.45
½'s	1.90	1.95
1's	2.35	2.45
5-lb. pails	0.28	0.30
12-lb. pails	0.26	0.28
24-50 pails	0.25	0.27

Further revisions in shoe polishes, stove polish and lubricant oil have been made, which reveal the Simplex shoe polish in black, tan, or white, selling at 90c dozen; Beaver oil shoe dressing, $1.25; Slick black paste shoe polish, 55c; Shino stove polish, 10c size, 90c; household lubricant oil, 85c.

Market Firm On Syrups; Receipts Improve

Toronto.

MOLASSES, SYRUPS.—One change in molasses is reported during the week, the fancy Barbadoes in barrels being quoted as high as 98c to $1. Supplies are limited, though sales are reported good. The shortage of stocks is traced to lack

of transportation facilities, as several cars are reported in transit. Further receipts of corn syrup were reported during the week, with the demand holding good. Prices remained unchanged for the week.

Corn Syrup—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lb	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 92	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal	0 55	0 65
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Canned Salmon For 1918 To Be High

Toronto.

CANNED GOODS.—A report from Vancouver indicates that the first sale of future salmon for 1918 has been made by British Columbia packers. The prices named are exceedingly high, and the trade views are that they warrant investigation by Canada's Food Administration Board. It is declared the pack will likely be large. Exorbitant prices are being asked by the fishermen for the raw fish, and the cold storage men are urgent bidders for the catch. No change in the market locally has been reported. Some doubt is expressed as to whether there will be sufficient supplies of canned vegetables to take care of the demand until the new pack is on the market. This applies particularly to tomatoes, and with the action of the United States Government in limiting sale of present stocks there until the needs of the army and navy are taken care of not much opportunity of importing from that source exists. Apart from peaches and plums, little is obtained in other lines of canned fruits. Booking orders are being accepted on Aylmer pumpkin 3's at $1.90.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 60	2 75
Peas, standard	1 95	2 25
Peas, early June	2 00	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, Miuget, doz.	2 25	2 45
Asparagus tips, doz.	3 45	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	1 75	2 40
Pears, 2s	1 75	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 77	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 40	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

First Greek Currants Reach Market

Toronto.

DRIED FRUITS.—A shipment of Greek currants reached the local market this week, the first, it is said, to arrive for twelve months. Price being made on these is 30c. Shipments of dates reached New York a couple of weeks ago, but have been held there owing to an embargo issued by the railroads. It is thought this will be lifted and the dates rolling to destination this week. This would indicate decided improvement in transportation conditions. Raisins are being booked for fall shipment, and in some quarters it is said that retailers will be well advised to look for their Christmas stocks from these shipments, as a shortage is anticipated. Further shipments have been received during the week; the demand is good, and prices have held firmly. An advance of ¾c in 30-40 prunes at the coast is reported, though all others remain unchanged. Prices locally show no revision and supplies are limited. Evaporated apples are by no means plentiful, and with the high prices prevailing sales are restricted.

Apples, evaporated	0 23	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	0 35	0 36
Currants—		
Filiatras, per lb.	....	....
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16	0 17
50-60s, per lb., 25's, faced	0 15	0 16
60-70s, per lb., 25's, faced	0 14	0 14½
70-80s, per lb., 25's, faced	0 12	0 14
80-90s, per lb., 25's, unfaced	....	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 11¼	0 13
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14	0 15½
Seedless, screened, lb.	0 12¾	0 15½

Ceylon Teas Advance In Primary Market

Toronto.

TEAS.—Ceylon teas advanced 4c in the primary market, and it is said sales on spot stocks have been made which are several cents below present cost of importation. This might be said to appiy to nearly all lines, as prices now ruling are less than replacement values. Stocks on both Ceylon and Japan teas are light and moving freely under stimulus of good demand. The difficulty in securing supplies may be gauged when it is known that some shipments reaching San Francisco last November have not yet reached Canada. With the probable greater activity of Japan in the war some further restrictions in shipments across the Pacific may be expected.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Cbinas—		
Early pickings, Japans	....	0 40
Second pickings	0 30	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Manufacturers Report To Government

Toronto.

COFFEE.—All coffee roasters have been required by the Dominion Government to submit full details in reference to green stocks on hand, output and finished stocks, etc., etc., though what the object is has not yet been disclosed. Stocks are in fair condition, though premiums are being paid in some instances to get delivery of spot stocks. The genuine Arabian Mocha is practically off the market, and those having stocks have been offered premiums in the matter of price to release supplies, but are hanging on to supply their regular trade. Under present conditions the firm trend will be upheld and advances in the market are being looked for.

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	....	....
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	....	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Primary Market On Spices Stronger

Toronto.

SPICES.—The primary market on

white pepper, cassia and cinnamon is reported higher, and throughout the range of lines a decidedly strong undertone prevails locally. Cream of tartar, American high test, in 4-oz. packages, is being quoted in some quarters at $2.80 and in 8-oz. tins as high as $6. These are the only two changes of note during the week. Some relief in the matter of shipments is being experienced now, but the active entry of Japan into the war may mean the diverting of ships to transporting men and munitions rather than commercial lines, and the consequent result is evident. Higher prices are expected to rule in the very near future.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 28	0 35
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 79	0 80
American high test	....	...
2-oz. packages, doz.	....	1 45
4-oz. packages, doz.	2 60	2 80
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	5 05	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Shelled Walnuts May Reach $1.00 Lb.

Toronto.

NUTS.—Shelled walnuts are expected to go as high as $1 per lb. under present conditions, and already in some quarters new walnuts, shelled, are being quoted at 75c lb. It is thought that stocks will be inadequate to meet the demand even at the high prices. No shipments are coming forward from France, and it was stated in one quarter that further shipments from Spain would be greatly restricted, if allowed at all. Shipments now in transit from Spain have been diverted to schooner instead of steamer, and, apart from the delay in receipt that this will mean, increased freight and insurance is bound to be an important factor in boosting prices. Peanut spot stocks are low, and an advance of 1c per lb. in the shelled Spanish is reported. Chinese and Japanese shelled are up 3c in the primary market, though locally no advance has been made as yet; the demand is active.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 22	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 19	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 27
Do., No. 1 Virginia	0 19	0 21
Brazil nuts, lb.	0 14	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 42	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 65	0 75
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, Japanese, lb.	....	0 17

No Improvement In Bean Situation

Toronto.

BEANS.—An advance of 1c per lb. in lima beans has been put into effect in some quarters during the week, though no change in the range, 18c in sack lots to 22c in broken lots, is yet evident. No improvement in the situation as regards supplies is evident, and it is stated when present stocks are exhausted no further supplies may be expected before next November. The United States Government has commandeered all Japanese beans in addition to the domestic supplies. A fair supply of Rangoons is reported available, prices being $6.75 per bushel. It is stated that the good grades are very hard to get, and a decidedly firm situation exists in the market.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	....	....
Rangoons, per bush.	6 75	7 00
Yellow eyes, per bushel	....	....
Japanese Kotenashi, per bush.	7 50	8 00
Limas, per pound	0 18	0 22

Rices Hold Firm; Stocks Light

Toronto.

RICE.—Stocks of rice are in fair condition, with a good demand prevailing. An embargo from the United States now exists on rice, and this will firm the local market at the advances which were recorded in these columns last week. Spot stocks of tapioca are very light and shipments are limited. Prices are holding up at their present level, and no revision downwards is anticipated. Quotations now being made are:

Texas, fancy, per 100 lbs.	11 00	11 50
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	....	12 50
Siam, fancy, per 100 lbs.	9 25	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 00	11 25
Japans, second, per 100 lbs.	9 25	9 50
Chinese XX, per 100 lbs.	8 25	9 75
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Package Oats Are Holding In Firm Market

Toronto.

PACKAGE GOODS.—In our issue of March 1 it was stated that Tillson's oats are no longer obtainable from the manufacturers. There is evidently a misunderstanding on the part of some wholesalers with respect to these goods, as the information was given out in some quarters that the goods are no longer obtainable. The true condition with respect to these goods has been stated to CANADIAN GROCER by the Quaker Oats Company: "We have been delayed in filling our orders for Tillson's oats because of the fact that the Food Control Board compelled us to discontinue the packing of premiums or coupons after January 1, which necessitated the obtaining of a new supply of Tillson's oats cartons from the printers. While we have supplies of Tillson's oats cartons in transit, they have not yet reached the mills, and we have, therefore, shipped no Tillson's oats this year. We have, however, our arrangements made to ship a large output as soon as new supplies of cartons reach us." Rolled oats are very hard to get, and a revision upward has been made during the week, as noted below. Quaker brand cornflakes have advanced another 10c in some quarters, and are now being quoted at $3.90 and $4. A new cereal, Tillson's Scotch fine cut oatmeal, is now being marketed in 4-lb. cartons, which retails at 35c. Price to the retailer is $5.80 for 20 packages. A shipment of starch has been received during the week and prices remain firm.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 65	5 80
Rolled oats, round, regular 18s, case	2 00	2 12½
Rolled oats, square, 20s	5 65	5 80
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

New Supply Of Maple Syrup Expected

Toronto.

HONEY, MAPLE SYRUP.—No great improvement in the supply of tinned honey or maple syrup available is shown over last week. It is thought that the new supply of maple syrup will soon be on the market. Prices held firm during the week, and no weakness is expected to develop even with the arrival of the new product.

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 60
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Barreled Apples Decline Sharply

Toronto.

FRUIT.—A decided drop in some lines of barreled apples has been made during the week, ranging from 50c to $2. Stocks are heavy and the demand has been light, and there is an evident desire to unload. Boxed apples, Spitzenberg and Winesaps, show advances with the demand for this style of package goods. Lemons are being quoted at $6.50 for Messinas and $7.50 for Californias, with fair supply available. Prices at primary points on California navel oranges show advances, though locally no change is reported. All shipments must now be made under license, and it is said the finish of navels is in sight. Bananas are reported very scarce. Out of 45 ships which were required to transport bananas only about

ten or twelve are now being used for this purpose, so heavier stocks are not likely to be in evidence. Grapefruit from Florida is now being quoted as high as $5, with Cuban and Porto Rico higher at $4.25 to $4.50. Supplies will be light from these points, though some may be available in Arizona. Some Porto Rican pineapples reached the local market by express, and are being quoted at $6 to $6.50.

Apples—		
Boxes, Spitzenberg	2 65	3 25
Winesaps, box	2 75	3 00
Rome Beauty, box	2 75	3 00
Ontario—		
Baldwins, No. 1, bbl.	....	7 00
Greenings, No. 1, bbl.	....	7 00
Northern Spys, tree runs	....	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	4 50	5 00
Ben Davis, No. 1, bbl.	4 00	5 00
Do., No. 2, bbl.	3 50	4 50
Spys, No. 3	....	5 00
Winter varieties, straight No. 3	....	4 50
Nova Scotia—		
Baldwins, No. 1	....	5 50
Do., No. 2	....	4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	3 00	3 50
Bananas, yellow, bunch	3 75	5 00
Grapefruit—		
Jamaica, 46s, case	....	3 50
Do., 54s, case	....	3 50
Do., 64s, 96s, case	....	3 50
Do., 80s	....	3 50
Florida, 36s, 46s, case	4 00	5 00
Do., 54s, 64s, 80s, 96s	4 25	5 00
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 25	4 50
Oranges—		
California Navels—		
80s	4 00	5 50
96s	4 25	5 50
100s	4 50	5 50
126s	5 50	6 00
150s	6 50	....
176s, 200s, 216s, 250s	....	7 00
Florida Oranges—		
80s, 96s, 100s	....	4 75
126s	5 25	6 00
150s	....	6 00
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	....	7 50
Do., Messinas, box	6 00	6 50
Pears, Cal., box	....	....
Pineapples, Porto Rican, cs. 30-36s	6 00	6 50
Do., Messinas, box	....	....
Rhubarb, dozen	1 25	1 50
Malaga grapes, keg	....	10 00
Strawberries, box	....	0 65

N.B. Potatoes Drop; Florida Cabbage Arrives

Toronto.

VEGETABLES.—From New Brunswick comes advice of a big drop in the price of potatoes, and the local market is also somewhat easier. With improved transportation facilities some further reduction may be expected. The first shipment of Florida cabbage is reported here, the price being $4.75 a case. Some California cauliflower and celery is also available. Onions are somewhat easier, and the demand is said to be good, the Spanish now being quoted in crates at from $4 to $4.50 and in half-crates, $2.25 to $2.50. It is intimated that another two weeks' campaign on the greater consumption of vegetables is necessary to bring the market down to a real easy condition; the results so far have been splendid and general optimism prevails over the outlook.

Beets, bag	....	1 50
Brussel sprouts, quart	....	....
Cauliflower, Cal., standard crates	4 00	4 50
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 60	0 65
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 30	0 35
Do., Boston, head, hampers	....	3 50
Mushrooms, 4-lb. basket	....	3 50
Onions—		
Spanish, crates	4 00	5 00
Spanish, half crates	2 25	2 50
Do., Canadian, 75-lb.	2 00	2 50
American, 100-lb. sacks	....	3 00
Potatoes—		
New Ontario, bag	....	2 25
N.B. Delawares	2 25	2 40
P.E.I., bag	2 15	2 25
Sweet, hamper	3 25	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	....	0 35
Do., No. 2, lb.	....	0 25
Parsnips, bag	....	1 50
Parsley, doz. bunches	0 75	0 85
Peppers, green, dozen	0 50	1 25
Turnips, new, bag	....	0 75

Conditions Improve In Flour Situation

Toronto.

FLOUR.—Further improvement is shown in the flour situation, both as to the movement of wheat to be milled and the finished article. Embargoes, which have existed on the C.P.R. out of Fort William and the G.T.R. out of North Bay, have been lifted, and generally an easier feeling exists in milling circles. An increase in output is now possible owing to increased receipts of grain, and with the large demand existing it will be welcome news when capacity production is again possible. Prices, now on an established basis, showed no change.

War grade, 74% extraction—		
Manitoba spring wheat.	11.10	11.30
Ontario winter wheat.	10.60	10.80
Blended, spring and winter	10.85	11.05

Shortage Of Mill Feeds Has Been Accentuated

Toronto.

MILL FEEDS.—Although it is expected that the freer movement of grain will help out the supply of feeds to some extent, mills do not expect to be able to cope with the heavy demand that now exists. Mills located at Fort William have been ordered by the Food Control Department to divert their mill feeds back West, and this will accentuate the absolute shortage now evident in the East. Mills throughout the East will be unable to take care of the heavy demand, and the order put through preventing shipments East will undoubtedly work some hardship on the Eastern consumer. It is said that no improvement may be expected until the milling capacity throughout Canada is greatly increased, as the present capacity is insufficient for the exceedingly heavy demands being made upon it. Prices have held steady on the following basis:

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	....	3.05-3.40

Pearl And Pot Barley Advance 50c Bag

Toronto.

CEREALS.—Pearl and pot barley have advanced 50c per bag in some quarters during the week, the heavy demand and shortage of supplies having influenced this movement. The market is very strong on rolled oats; shipments from the West are few and far between, which has resulted in its being hard to turn out this product. However, some improvement in the matter of shipments has become evident during the week. An occasional car of corn is coming through, but the substitution of corn flour for white flour to a great extent in the United States means that available supplies for export are by no means great. Prices on corn flour range as high as $7.35, which represents a substantial advance over last week's high figure.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$7.35-	$ 7.95	$ 8.00-	$ 9.00
Barley, pot, 98s	5.75-	6.35	6.00-	6.75
Cornmeal, 98s	6.50-	6.60	7.25-	7.75
Cornmeal, fancy	5.70-	5.80	....	....
Corn flour, 98s	6.50-	7.35	....	....
Farina, 98s	....	....	7.00-	8.00
Graham flour, 98s	5.60-	....	6.00-	....
Hominy grits, 98s	6.50-	6.60	....	....
Hominy, pearl, 98s	6.50-	6.60	....	....
Rolled oats, 90s	5.75-	5.85	5.85-	6.10
Oatmeal, 98s	6.30-	6.40	6.50-	7.25
Rolled wheat, 100-lb. bbl.	....	....	6.50-	7.00
Wheatlets, 98s	....	....	7.00-	8.00
Peas, yellow, split	9.50-	9.75	10.00-	11.50
Blue peas, lb.	....	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 6.—Everybody was talking about the sugar scarcity last week. The newspapers got talking about it, and at the time of writing there was danger of hoarding. Up to this time the public have not realized that a shortage of sugar was imminent, the fact having been kept secret. Last week end the situation was certainly critical, and the outlook for the next ten days certainly not hopeful. However, refineries have promised supplies to arrive around March 11.

The heated car service was resumed on March 1st, and dealers have been advised to ship the following goods by heated car or express during the cold weather:

Eggs, liquid ammonia, almond paste, beef extract, liquid blue, butter color, cheese, horse radish, jelly in glass, mapleine, evaporated milk, mucilage, castor oil, olives, pickles, salad dressing, maple syrup in glass, vinegar, camphor ice, canned soups, shoe blacking, peanut butter, liquid rennet, fresh fruit, vegetables, catsup in bottles, ink, lime juice, wet mincemeat, prepared mustard, olive oil in glass, patent medicines, liquid, raspberry vinegar, sauces, stove polish, turpentine, cider, flavoring extracts, formaldehyde, native wine, glycerine, grape juice, liquid veneer, liquid metal polish, silver polish, O-Cedar oil, bottled oils.

Manufacturers of candles have announced another advance, price being 4c higher than last year. Bulk Crisco has

gone up to within 1½c the price of tins, whereas the difference is usually 4c. Allotments of Crisco will be based on the actual needs of the trade. Louisiana and Carolina rices are embargoed. Salt orders are being taken subject to delay, and prices prevailing on date of shipment.

Serious Sugar Shortage In Western Canada

Winnipeg.

SUGAR.—Many of the jobbers are absolutely out of sugar of any sort. Only one refinery was supplying Winnipeg, and that in limited quantities. The situation in Saskatchewan is serious, that province being practically marooned. Their supplies, which come from B.C., were temporarily cut off. The situation as regards sugar was never so bad in Western Canada, and unless the promises of supplies within the next ten days are made good there will undoubtedly be a sugar famine in the West. Jobbers are taking very stringent measures to see that their supplies go as far as possible, and that no retailer gets more than his share.

A local wholesale house has endeavored to explain the situation to its customers in the following words:

"Although the embargo on raw sugar being sent to Canada through the port of New York has not been repealed, authorities say that shipping conditions are rounding slowly into better shape. Supplies are very light all over the United States and Canada, but the Shipping Board of the International Sugar Commission has the situation well in hand, and expects to be able to immediately move all surplus stocks now at island ports.

"The railways and refineries are short of coal. This coupled with freight congestion and embargoes on some Canadian lines may keep the situation in Canada from returning to normal for some time. Being faced with these problems, two refineries state that they will be unable to make delivery to Manitoba markets before the last of March or the first of April, while a third refinery has withdrawn entirely from this province. In the meantime sugar is undoubtedly scarce. We are receiving requests for sugar from both wholesale and retail grocers in the United States, which we do not fill, preferring to take care of our customers' needs first.

"Information still points to a decline in price, and just as soon as stocks start to arrive in any quantity, authorities say that a reduction ranging from 25c to 50c per 100-lbs. can be expected."

Big Demand For Corn Syrup

Winnipeg.

SYRUP.—The decline in the price of corn syrup did not have the effect of increasing the demand. Jobbers have warned the retailer that the market will go no lower and consequently buying has been very active. No change has taken place in the price of cane syrup.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	4 25
5-lb. tins, 1 doz. case, per case	4 90
10-lb. tins, ½ doz. case, per case	4 65
20-lb. tins, ¼ doz. case, per case	4 65
Barbadoes Molasses—	
In half barrels, per gal	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

ROGERS SYRUP.

24 by 2 lb. tins, case	4 85
12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

Embargo Announced On American Rice

Winnipeg.

RICE.—The trade has been informed that an embargo has gone into effect on Louisiana and Carolina rice, and orders sent in by Winnipeg jobbers have been cancelled.

Extra fancy Japan, 100-lb. bags		0 09
Fancy Japan, 100-lb. bags		0 08½
Choice Japan, 100-lb. bags		0 07¾
Siam, 100-lb. bags		0 07½
Tapioca, lb.	0 13½	0 14
Sago, lb.	0 12½	0 13

White Bean Market Warrants Higher Prices

Winnipeg.

BEANS.—The market on white beans is very steady, and jobbers state that supplies are hard to get. Prices are ranging from $6.25 to $6.50 per bushel. It is said that the present market justifies higher figures than these. A local jobber has advised his customers as follows:—"Shipments of Lima beans to Canadian buyers have been stopped by the United States Government, and licenses for the export of Michigan white beans, we learn from authentic sources, have been refused. Japan is now the only available white bean market, and recent heavy purchases by the French Government have about cleaned supplies up there."

Barley—		
Pearl, 98-lb. bags, per bag		7 25
Pearl, 49-lb. bags, per bag		3 65
Pot, 98-lb. bags, per bag		5 20
Pot, 49-lb. bags, per bag		2 65
Pot, 24-lb. bags, per bag		1 35
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb.		0 14
Fancy white, bushel	6 25	6 50
Peas—		
Split, 98-lb. bags, per bag	10 60	11 25
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00

Two Lines Of Shoe Polish Advance

Winnipeg.

SHOE POLISH.—The prices of two well-known lines of shoe polish have advanced in price to $1.20 per dozen. These are Nugget and 2-in-1. Price of the local line, Stop-On, is unchanged.

Corn Products May Be Scarce

Winnipeg.

CORN PRODUCTS.—Jobbers are warning the trade that corn cereals are liable to be very scarce and high in price. An advance has already taken place in cornflakes. The situation as regards cornmeal is no better, and there is practically an embargo on this line in the United States. There has been an advance in price, 49's now selling at $3. When corn syrup declined last week there was no corresponding drop in the price of starches, and the trade express the opinion that there will be no decline.

Reported Embargo On Canned Goods

Winnipeg.

CANNED GOODS.—There is an exceptionally good demand for all kinds of canned goods in Winnipeg, and supplies of vegetables, especially canned tomatoes now going out, are very heavy. Newspaper reports indicate that canned peas, corn, tomatoes and salmon from the United States have or will be embargoed. The trade here state that if this embargo is not lifted before spring there will undoubtedly be a shortage in Western Canada.

Dealers Apparently Afraid Of Potatoes

Winnipeg.

FRUIT AND VEGETABLES.—Potatoes are still standing at $1 to $1.20 for Albertas, but they are not selling very well. The stores are not buying the same as they did in previous years; probably they are a little afraid the market may decline. Tomatoes (Cubans) have jumped to $11 per crate, six baskets, which is an advance of $2 per crate. Mexicans will be due in a few weeks, and in the meantime the price will be high. Fruits—Spies are continuing to be the big sellers in apples, and are bringing $2.75; they are rather plentiful now. Lemons are bringing $8 per case. Supplies of bananas and grapefruit are good. New season lines are quoted as follows: Shallots, $1 per dozen; radishes, 70c per dozen; carrots, $1.25 per dozen; rhubarb, 14c per lb.

Cabbage, lb., local		0 05
Cabbage, imported		0 08
Cauliflower, Cal., doz.		2 50
Celery, Cal., crate 100 lbs.	6 50	7 00
Potatoes, Albertas	1 00	1 20
Potatoes, sweet, lb.		0 06
Carrots, cwt.		2 50
Carrots, new, doz.		1 25
Turnips, cwt.		2 00
Head lettuce, Cal., doz.		1 00
Head lettuce, Cal., case 4 doz.		3 50
Tomatoes, Cuban, 6-bkt. crate		11 00
Onions, Valencias, large case		6 50
Onions, yellow and red, cwt.		3 00
Radishes, doz.		0 70
Parsley, imported, doz.		1 00
Parsnips, bag		4 50
Brussels sprouts, lb.		0 20
Rhubarb, lb.		0 14
Shallots, doz.		1 00
Fruits—		
Apples, Nova Scotia, bbl.		6 25
Apples, Wash. Jonathans, box		2 25
Apples, Rome Beauties, box		2 25
Apples, Spies		2 75
Apples, Wagners		2 25
Oranges, navels		7 50
Lemons		7 50
Bananas, lb.		0 06
Grapefruit, Florida, case		5 75

Big Difference Between Rolled Oats Quotations

Winnipeg.

FLOUR AND FEEDS.—Prices of flour are unchanged. Business has eased

off a little, this being due partly to hoarding of some weeks ago, and perhaps partly due to the Bonspiel, which brought many from the country into Winnipeg. Rolled Oats—The situation is still peculiar. In Manitoba and Saskatchewan the range in price for bulk oats (80's) is $4.35 to $4.75, whereas in Alberta (just across the line from Saskatchewan) the price is $5.25. The reason for this disparity is that the milling companies have not been able to get together to hold up their prices. Millers state that the proper price is $5 based on the price of oats to-day. Feeds—There is too much demand for the supply available. Prices are unchanged. In the matter of feeds the mills have been cooperating with the Food Controller, and this arrangement is said to be very satisfactory.

Govt. Standard Flour—		
Cash carload price	....	10 50
To bakers and flour and feed dealers	....	10 50
To storekeepers paying cash or 30 days, ton lots	....	10 60
Do., less than ton lots	....	10 70
Cereals—		
Rolled oats, 80's	4 35	4 75
Rolled oats, pkgs., family size.	....	5 65
Cornmeal, 98's	....	5 60
Oatmeal, 98's	....	5 50
Feeds—		
Bran, per ton	....	30 80
Shorts, per ton	....	35 80

CANADA'S RECORD SALMON PACK

Despite the Disaster to the Sockeye, The Total Output Sets a New High Figure for B. C. Fisheries

This year Canada saw a record salmon pack, and that in the face of a very serious curtailment in the sockeye, that has been a feature of former big years. The grand total of this pack reaches the surprising figures of 1,557,435 cases, a high record for these fisheries.

This total exceeds the pack of the previous year by more than half a million cases. The next largest pack was in 1913, when 1,353,901 cases was the total production.

The increase is due to the fact that this year chums and pinks, varieties seldom utilized by the packers in the years when the sockeyes and other favorite varieties were in abundance were put up in greatly increased numbers.

By divisions the pack was: The Fraser River, 377,988 cases; Skeena River, 292,219 cases; Rivers Inlet, 95,302 cases; Naas Rivers, 119,495 cases; Vancouver Island, including Lummi Bay and Nootka, 377,834 cases; outlying districts, 294,597 cases, making a total of 1,557,435 cases.

In 1913, the former big year, the Fraser River yielded 752,059 cases, so there is a falling off this year of 354,071 cases on the Fraser, which made only a half showing for a big year. Last year, however, the Fraser River produced only 106,440 cases; compared with last year the Fraser River did three times better this year.

The year 1917 is considered a fair year for all concerned in the salmon canning industry of British Columbia. With the scarcity of sockeye, the cheaper grades, such as pinks, chums and cohoes achieved a prominence, and because of the demand for sockeyes which could not be satisfied secured a price that was unusual.

BRITISH TO DEVELOP OUR FISHING RESOURCES

A letter from London, England, says: "Important results are anticipated from the consideration which, it is now authoritatively indicated, is being given by the Treasury to the desirability of looking in the undeveloped assets of the Empire for a means of meeting some part at any rate of the enormous financial burden that must be left on us by the war. Prominent among such assets which it is considered might be so utilized are fish, tobacco, palm products, and minerals, in all of which the Empire is exceptionally rich. Those entitled to form a judgment on the subject tell me that with Government assistance—chiefly in the matter of providing capital—vast revenues could be obtained from increased production of these articles, and at the same time a considerable reduction might be made in the cost of important articles of food to our people. The fish resources in view are those of our North American coasts, which, I am told, are not drawn upon to the extent of a tithe of possibilities."

RESTRICT SALE OF GINGER

The manufacturers of commercial essences which carry a large percentage of alcohol have been assured by the Ontario License Board that restrictions likely to be imposed will not hurt the legitimate sale of their products.

In connection with the control of the sale of essences, it is understood that Jamaica ginger is to be put upon the "suspicious" list. The exact restrictions to be imposed have not been decided upon, but it is likely that the Government will require either a doctor's certificate or an affidavit before a sale may be made. Jamaica ginger has been used a good deal to put a "kick" into temperance beverages, and in more than one case its use has resulted in death. It is almost pure alcohol.

MELFORT, SASK., STORE ENLARGED

Extensive alterations are being made to the premises of the Eastern Supply Co's store, Melfort, Saskatchewan, Mr. Ackerman, manager. An addition 16 by 24 is being built at the rear of the store and a new warehouse 16 by 24 is also being erected. The grocery department will take up quarters in the rear of the new store.

Told 'Round the Cracker Barrel

A THOUGHTFUL HUSBAND

Growing tired of having her linen torn by the machinery used in laundries, a lady gave it to a negro washerwoman who, although forty, confessed that she was a "blushin' bride," the eventful ceremony having taken place just two months previous. To date, the bridegroom had failed to go to work, the lady did not know that.

"How do you like married life?"

"Fine! Jus' fine!" replied the bride.

"And is your husband a good provider?"

"He suttinly am, ma'am," declared the bride. "He suttinly am. Dis week he got me fo' new places to wash at."

* * *

A commercial traveler while en route through the South relates this of a darky's purchase of cheese from the local store:

"Boss, how much is er nickel's worth of dat 'er cheeses?"

"Can't sell a nickel's worth, Sam, it's too high."

"All right; gi'me for a dime's worth, cap'n."

The storekeeper cut a thin slice, and Sambo remarked, "Oh, oh! You-all perty near missed it, didn't you, cap'n?"

* * *

GETTING RE-ACQUAINTED

Trade was bad. At the end of another blank day the discouraged salesman called on another prospective customer and asked to show his samples.

"No, there is nothing I want to-day," said the customer.

"But will you examine my line of goods?" the salesman persisted.

The customer would not.

"Then," said the salesman meekly, "will you let me use a part of your counter to look at them myself, as I have not had the opportunity for some time?"

* * *

SITTING ON THE EVIDENCE

It was the rush hour in one of those quick lunch places where you help yourself and use the arm of your chair as a table. A man called for a piece of pie, and chose a chair, then, remembering that he wanted coffee, he dashed over to the service counter. When he returned with his coffee his chair was occupied by another hurry-up diner.

"Excuse me," said the first man, "but that is my chair."

"How do you know it is your chair?" demanded the occupant, in a surly tone.

"Because I can prove it," stated the first man.

"How can you prove it?" asked the occupant.

"By your trousers," was the reply. "You are sitting on my pie."

* * *

PUTTING UP A DEFENCE

A lawyer who for many years had shocked a large number of his friends by his rather liberal views on religion recently died. A friend of the deceased who cut short a trip to hurry back to town for the purpose of attending the last rites of his colleague, entered the late lawyer's home some minutes after the beginning of the service.

"What part of the service is this?" he inquired in a whisper of another legal friend standing in the crowded hallway.

"I've just come myself," said the other, "but I believe they have opened for the defense.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 5.—Butter to-day went up to 55 and 56 cents a pound. This is based on Alberta advices, from which section present supplies are mostly drawn now that stocks are low. The egg market is wabbly. Cured meats have firmed up a little and lard has taken on another half cent a pound. There has been no change in the price of cheese for months and despite the high price of meats, demand is very light. Rice is firm with a definite notice of advance as soon as present stocks are exhausted. Beans are again plentiful. Apples are moving slowly. Bananas are selling well. Oranges are now up to $3 a box and are scarce, rain at the orange groves having stopped picking for a time.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	165 00
Do., Siam, No. 2	....	150 00
Beans, Japanese, per lb	....	0 14½
Beans, B.C., white	....	0 18
Potatoes, per ton	27 00	35 00
Lard, pure, in 100-lb. tierces, lb.	....	0 28½
Butter, fresh made creamery, lb.	0 55	0 56
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, B.C., storage	....	0 58
Eggs, Washington	....	0 54
Cheese, new, large, per lb	....	0 25
Oranges, box	....	8 00
Salmon—		
Sockeye, halves, flat case	...	16 60
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, March 5.—Fruit jars have advanced 50c gross on gems, $1 on perfect seal. Two in one polish is now $1.20. Crisco advanced 20c. Kootenashi beans are moving upwards, some quotations 1c higher. Cow brand soda is now $4.50 a case. Corn 2's, $5.25 to $5.50. Corn starch and syrup are likely to advance in the near future. Campbell's soups are now very scarce locally. Roasted peanuts are selling at 21c. Peanut butter prices have been withdrawn. Cream of tartar, lamp chimneys, vinegar and stove polish all show advances. No. 1 creamery butter is 50c pound. Rolled oats in tubes are now $5.80 case; strawberries and raspberries 2's, $6.50 to $6.85.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	1 05
Rolled oats, 80s	....	5 25
Rice, Siam, cwt.	....	8 00
Rice, China, per mat, No. 1	4 00	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	17 40
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen	....	0 60
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 25	5 50
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 50	6 80
Raspberries, 2s, Ontario, case	6 50	6 80
Apples, evaporated, 50s, lb.	....	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Lemons, case	....	9 00
Salmon, pink, tall, case	....	9 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	38 00
Navel oranges, case	4 50	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 5.—The local market was fairly active during the past week. Business has been keeping up well and the prospects for the coming season seem to be very satisfactory. Standard flour is down to $5.27½ for 98's. Fresh eggs are firm at from 48 to 50c and storage at 40c to 45c all eggs are still very scarce.

New quotations on cornflakes are: Dominion $4.25. Kelloggs $4 and Quaker $3.65. Olive oil is higher. Margarine is off the market and sugar also cannot be obtained. Two in one polish advanced 30c dozen. Shaving creams and soaps advanced.

REGINA—

Beans, small white Japans, bu.	....	6 60
Beans, Lima, per lb.	....	0 22
Flour, standard, 98s	....	5 27½
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	10 00
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 45
Lard, pure, 3s, per case	....	16 80
Bacon, lb.	....	0 42
Eggs, new-laid	0 48	0 50
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 19½
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 50

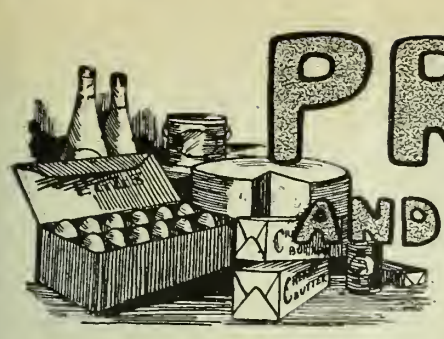
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

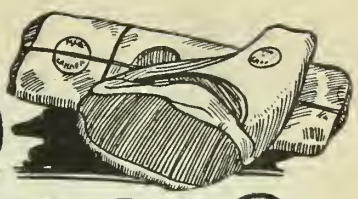
St. John, N.B., March 5.—The serious freight congestion and slow deliveries continue to be the greatest obstacle to business on the market. As an illustration dried California fruits ordered for Christmas trade have just arrived and some are not here yet; there is a similar situation in shelled nuts from France, considerable doubts prevail as to whether they ever will arrive. The bean situation is also acute and stocks are limited. Small quantities of molasses are offering at 87c. There are practically no native case eggs available. Western offerings are commanding 57c. Margarine is slightly easier at 32½ to 33c. Pure lard is higher at 32 to 32½c. Onions are lower, $2.50 being the figure quoted. Despite slump last week in up river potato prices, they still command$4 on the St. John market, due to difficulties of shipping owing to continued cold weather.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	....	0 87
Rolled oats, bbl.	....	12 25
Beans, yellow-eyed	....	10 10
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 65
Eggs, case	....	0 57
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 47
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	0 32½	0 33
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	....	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	....	2 50
Lemons, Cal., Messina, case	7 50	8 00
Oranges, California, case	7 50	8 00
Grapefruit, case	5 00	6 00



PRODUCE AND PROVISIONS



New Produce Trade Regulations

Licenses Must be Obtained by Middle of Present Month — Strict Regulation of the Charges That May be Imposed Against the Products—Regulation Against the Buying and Selling of Bad Eggs

IN the general downpour of orders-in-council, the produce wholesaler, commission merchant and jobber, has been the first to suffer. The operations of the order become effective for the produce man on the middle of this month, March 15 being the exact date.

Produce men generally are inclined to take the matter philosophically, and to be relieved that the conditions do not bear more heavily upon them. One of the main provisions of the new order is to provide against the imposition of several brokerages before the product gets to the retailer. Under these regulations it shall be unlawful for any wholesale commision merchant or jobber to unduly increase the charges on any goods. One profit brokerage or commission alone may be charged, and where there is an exchange of products between wholesalers or commission merchants or jobbers there shall be such regulations made as shall ensure that the price to the retailer will not be increased. It is not intended to prevent such interchange, which in many cases would be a drag upon the industry, but where such industry becomes necessary arrangements must be made between the parties to divide the permitted profit between them in such a way that only one profit will be charged against the goods.

The Loss-Off System in Effect

A still more important item is that under section 14 of the order, prohibiting the purchase of bad eggs in excess of one per cent. on the total of each transaction. This will probably meet with the wholehearted approval of the majority of the produce men, as it is in effect the imposition of the long-hoped for loss-off system. In effect it penalizes both the purchaser and the seller of bad eggs. One of the obligations under his license is that he shall not pay for or demand payment for bad eggs. This regulation should tend to a more careful system of buying as the obligation lies upon the purchaser to assure himself that he has not purchased eggs that show a total wastage of over 1 per cent., and that it is equally obligatory that he shall not sell eggs that show a wastage in excess of this percentage. This regulation therefore not only affects the produce man but goes right back to the general store, whose merchant takes eggs in exchange from the farmer. He must now assure himself that the eggs are sound or be prepared to shoulder the loss. They cannot be shipped to the finds itself transformed into an extra charge on the commodity.

Illegal to Destroy Product

The clause against the destruction of produce is evidently a sop to the public who still repose a childlike faith in the horrible discoveries of W. F. O'Connor. It is hardly necessary to obligate a merchant not to permit his products to deteriorate or be destroyed, because only the hopelessly uninitiated still cling to the assumption that such things happen in the ordinary course of business. Even eggs that go into cold storage after being thoroughly candled may show waste, but this is not a preventable waste, or one that any handler can provide against.

The full terms of the order-in-council are as follows:

The Order-in-Council

"Order No. 19.

"WHEREAS by Order-in-Council, No. 3214, dated the fifteenth day of November, 1917, it is amongst other things provided that the Food Controller may prohibit any person from manufacturing or dealing in any food or food products designated by him without a license and may cancel any license for any violation of any regulation or order.

"AND WHEREAS by Order-in-Council, dated the 11th day of February, 1918, His Excellency the Governor-General in Council did order:—

"THAT all the powers of the Food Controller for Canada are now vested in and are to be exercised by the Canada Food Board.

"AND WHEREAS it is advisable in the public interest to make the following orders:—

"THEREFORE it is hereby ordered:—

"1. That on and after the fifteenth day of March, 1918, no person, firm or corporation shall deal wholesale in meats, lard, cheese, butter, oleomargarine, eggs or poultry without first having obtained a license from the Canada Food Board, provided however, that any person, firm or corporation, engaged exclusively in the manufacture of meat products, lard, cheese, butter, or oleomargarine shall not be required to obtain a license under this Order.

"2. That all applications for such licenses shall be in form 7 attached hereto.

"3. That all licenses shall expire on the last day of February in each year.

"4. The licensees under this Order shall be divided into the following classes:—

"**Produce Wholesalers,** whose business is buying, warehousing and selling, but do not sell to consumers direct.

"**Produce Commission Merchants,** whose business is receiving, warehousing and selling goods that have been received by them for sale on commission.

"**Produce Brokers,** whose business is buying or selling on a brokerage basis only and acting as a medium between the buyer and seller.

"And the licenses issued to the above classes shall be known as, Produce Wholesalers' Licenses, Produce Commission Merchants' Licenses and Produce Brokers' Licenses, respectively, and where business is carried on in more than one city, town or village, a license must be obtained for each place of business.

"5. The licensee shall not buy, contract for, sell, store or otherwise handle or deal in any food commodities for the purpose of unreasonably increasing the price or restricting the supply of such commodities, or to monopolize or attempting to monopolize either locally or generally any of such commodities.

"6. That a produce wholesaler selling to another produce wholesaler shall allow a reasonable share of his margin over cost, to be agreed upon at time of transaction, but in no case shall the price to the retailer be increased by the transaction.

"7. That no holder of a commission merchant's license shall charge more than one regular commission on goods received by him for sale and if such goods are transferred by him to any other commission merchant to be sold on commission, he may split his commission but only one regular commission may be charged as herein above mentioned.

"8. That no holder of a broker's license shall charge more than one regular brokerage or commisison on goods received for sale, and if such goods are transferred by him to any other broker, or commission merchant, to be sold on commission, he may split his commission but only one regular commission may be charged.

"9. That no holder of a commission merchant's or broker's license shall sell to himself any goods received by him to be sold on commission.

"10. The licensee shall not destroy any food or food products which are fit for human, animal or poultry consumption, and shall not knowingly commit waste

or wilfully permit deterioration in such food or food products.

"11. The licensee shall render annually to the Canada Food Board a statement of profit and loss, assets and liabilities, and shall make such other reports in such form and at such times as may be directed by the Canada Food Board, and shall keep such books, invoices, vouchers, and other papers and records as will enable the Canada Food Board or any person thereto authorized by such Board to verify any report or statement that such licensee is required to make.

"12. No licensee shall knowingly buy any food commodities from, or sell any such commodities to, or for any person, firm or corporation required to have a license by any Order now issued or which may hereafter be issued, unless such person, firm, or corporation shall be the holder of such a license.

"13. The licensee shall place on every letterhead, contract, order, acceptance of order, invoice, price list and quotation issued, the words "Canada Food Board License Number" followed by the number of the license and shall show the name of the license or licenses under which business is carried on.

"14. No licensee shall pay or demand payment for bad eggs in excess of a margin of allowance of one per cent. on the total of each transaction.

"15. Every licensee putting eggs in cold storage shall furnish to the operator of the storage a statement in writing certifying that such eggs have been candled and bad and unsound eggs removed. Licensees storing eggs in cold storage which they own or control shall keep a proper record of such candling.

"16. Licenses shall not be transferable.

"17. That the following shall be the fees payable for licenses granted under this Order:—

"Produce Wholesalers.—When the value sold does not exceed $100,000 per annum—$10.00, and $5.00 for each additional $50,000 or fraction thereof.

"Produce Commission Merchants and Produce Brokers.—$25.00 per annum.

"18. That licensees shall give notice in writing to the Canada Food Board of any change of address, or of any change in the management or control, or any change in character of the business licensed within 10 days of such change or changes being made.

"DATED AT OTTAWA this 22nd day of February, A.D., 1918.

CANADA FOOD BOARD."

URGE USE OF COARSER BRANDS OF FISH

The increasing scarcity of beef and bacon has resulted in an appeal from the Food Controller's Fish Committee for Canadians to make use of the so-called coarser fish rather than the higher-priced fish such as halibut, salmon, whitefish, trout and smelt.

The wide use of these luxury fish is claimed to work against the interests of economy, and it is said that one of the detriments to an increase in the supply is the use of luxury fish. Investigations on the Pacific coast indicate that fishermen throw away vast amounts of red cod and other food fish to reserve carrying space on their boats for halibut, which brings fancy prices.

At the present time there is a large supply of fresh frozen coarser food fish on the Eastern market. Efforts are being made to add to these the coarser fish on the Pacific. Efforts are being made to increase the demand for coarser fish.

NEW STANDARD FOR EXPORT EGGS

A New Grade of Eggs Has Been Decided Upon to Meet the Needs of the Export Trade—Proposed Standards Either Too High or Too Low

The proposed new standards for the grading of eggs that were outlined in a recent issue of CANADIAN GROCER, have come in for a good deal of discussion. The main cause of argument has been the fact that while the merchants and produce men generally admit the desirability of the proposed grades, there is a feeling that at the present time it would be next to impossible to get the standards required in quantities sufficient to be of service in the export business. The special grade was felt to be somewhat too high a standard to be reached at the moment, and to be beyond what the purchaser would naturally expect. For the purposes therefore of standardizing a grade for export use that would maintain a high standard, and at the same time be procurable in the open market, a new grade known as Extra Firsts has been decided upon for the use of the export trade. This will be more or less a composite grade of eggs taking in the special grade as well as the firsts.

The extra first grade is as follows:

"Eggs weighing at least 23½ ounces to the dozen, or 44 pounds net to the 30 dozen case; clean; sound in shell; air cell less than ⅜ inch in depth; white of eggs to be reasonably firm; yoke may be moderately visible, not mobile; air cell stationary."

Annual Meeting of Sask. Creameries

Will Give Assistance to Plan of Providing Co-operative Abattoir and Packing House—Reports Show Flourishing Conditions

THE annual meeting of the Saskatchewan Co-operative Creameries was held in North Battleford on Thursday, Feb. 21. It was announced that an order-in-council had been passed by the Federal Government granting to the Saskatchewan Co-operative Creameries a bonus of thirty per cent. of the construction cost for the cold storage now being completed in Saskatoon. The bonus will mean between $30,000 and $40,000. It was announced that the opening of both the Saskatoon and North Battleford cold storage warehouses would take place during 1918.

The outstanding resolution of the convention, introduced by J. H. Hilton, director of the Melville Creamery, suggested that the board of directors make efforts to determine in what manner the Saskatchewan Co-operative Creameries might render assistance to the Government in advising and cooperating with its public service facilities in the bringing into existence at an early date of a co-operative abattoir and packing house system. D. Nicholls stated that Northern Saskatchewan was capable of producing all the pork and bacon the allies required if the producer could be assured of equitable treatment in the marketing of pigs that could be produced.

The election of officers resulted as follows: President, W. C. Paynter, Tantallon; secretary, W. C. Wirtz, Wadena; general manager, W. A. Wilson, Regina; directors, Geo. Pensom, Lloydminster; C. W. Hankins, Valparaiso, and J. C. Moore, Fiske.

L. C. Wirtz, Wadena, presented the officials' reports and minutes of meetings; Fred Clarkson reported for the board of directors, and W. A. Wilson, former dairy commissioner for Saskatchewan, presented his first report as general manager of the Creameries' Association.

It was reported that a produce department was now in operation under the direction of H. C. Wilford. Mr. Wilford is now in Toronto, where he went in charge of four carloads of eggs shipped from the Vonda cold storage warehouse.

W. A. McCorkell, Moosomin, a veteran creamery man, stated that a special fast railroad refrigerator car service was now desired in order to gather at the local depots the small shipments of eggs, butter and perishable products for storage and marketing in the city.

In the financial report of the provincial body, a paid up capital of $87,000 was shown, and a reserve fund of $42,000. A final extra patronage dividend, in addition to the cash dividend received by patrons based on their support of the Creameries, on the season's operations amounting to $50,000 has been distributed. The patron shareholders of the organization have grown from 213 to 8,200 in ten years.

Does Not Favor City Hog Raising

The prohibiting of the killing of young calves and making it compulsory for farmers to fatten hogs to 200 pounds before being killed, Paul McElmoyle, food inspector for the City of Regina, believes would result in increasing the meat supply considerably. Mr. McElmoyle is a member of the Regina committee on food economy. In the matter of keeping pigs in the city, Mr. McElmoyle states he is opposed to the idea, first on the ground of sanitation, and secondly for economic reasons. If the farmer, who has the feed cannot profitably raise hogs, he does not see how a city dweller who has to buy everything can do so.

Wins Butter Competition

H. August Hansen, of Canora, has won the first prize in the butter judging competition at the Department of Dairying, Iowa State College. He was presented with a silver cup, and won out in a competition against men from eleven different states of the Union. Mr. Hansen is manager of the local creamery at Canora.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

FOLLOWING further advances in live hogs, the market on hams and bacon has gained strength and in some instances new prices are being quoted. Shortening materials and lard stocks are light, while prices on lard show a spread of 1½c over previous figures.

Uncertainty rules in respect to margarine, although some permits for shipments have been granted and receipts announced. No change in price occurred during the week. The increased supply of margarine has not resulted in weakening the butter market as yet; as a matter of fact advances have been put into effect on the dairy prints, choice, as well as creamery.

Declines in new-laid eggs have been registered, and weakness is evident in the market. Poultry is still scarce, with chickens being quoted at higher figures.

Some important revisions in prices on smoked fish have been made, chicken haddies dropping 1½c, market cod 3c, and market haddock 2c per pound. Receipts of frozen lake fish have improved materially and no shortage over the Lenten season is now anticipated.

Short Receipts Of Hogs, Prices Firm

Montreal.

PROVISIONS.—There is no advance for the week in the live hog market. Notwithstanding this the prices are held firmly and will continue so if the deliveries are as short as they were this week. It is assumed by the abattoir men that the conditions should soon improve, and if so there will be an easing of prices. In the meantime they are held at $20.50 as quoted last week. Cured meats are unchanged but firm, and the advances made last week on several lines are still held. Prices are as follows:

Hogs, dressed—		
Abbatoir killed	27 00	27 50
Hogs, live	20 00	20 50
Hams—		
Medium, per lb.	0 32	0 33
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 39	0 40
Boneless, per lb.	0 44	0 45
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 31	0 32
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	....	0 47
Shoulders, boiled, per lb.	....	0 40
Shoulders, roast, per lb.	....	0 42

Lard Advances Again And Is In Good Demand

Montreal.

LARD.—The situation is one of greater firmness, and this is shown in an advance of half a cent per pound. Good demand obtains and fair quantities are moving. With hog receipts still light and the outlook suggesting curtailed supplies for the immediate future, it is probable that the prices will hold firmly. Country demand is reported to be better.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 30	0 30½
Tubs, 60 lbs.	0 29¾	0 30½
Pails	0 30½	0 31
Bricks, 1 lb., per lb.	0 31½	0 32

Shortening In Good Demand And Price Firm

Montreal.

SHORTENING.—There is a strong tone to the shortening market, and while prices are held unchanged it is stated that the scarcity of margarine has served to accentuate the demand for this commodity, and that this is particularly noticeable from the country points. Sales are still made on the basis of last week's prices, but it will be quite in accord with the conditions if an advance be made in the immediate future. Supplies of cottonseed oil still continue very scarce.

Tierces, 400 lbs., per lb.	....	0 26
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	0 26	0 27¾

Poultry Demand Fair With Light Receipts

Montreal.

POULTRY.—The greater scarcity of poultry as compared with twelve months ago is very evident. Poultry dealers expect that there will be a greater scarcity still. This is accounted for in various ways. In the first place the high price for feed has forced many of the smaller producers to curtail production, and the continued high prices of feed will serve to make poultry-raising still more unattractive. The prices are much higher than they were a year ago, and this fact will serve to curtail demand to a great extent. Even allowing for this it is probable that the supply will be considerably short of the demand, for the present year at least. Many are keeping poultry they have for laying purposes. Altogether prices rule high, but are unchanged as follows:

Poultry—		Dressed
Old fowls	0 28	0 30
Chickens, crate fattened	0 35	0 36
Roasting chickens	....	0 32
Young ducks	0 29	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 37
Geese	0 27	0 28

The Tumble In New-Laid Eggs Totals 13 Cents

Montreal.

EGGS.—The tumble in eggs has totalled as much as fifteen cents within the week at U. S. points. Locally the drop is a little less and for new laids the quotation has lowered 13 cents per dozen to 52 cents. Just how long the prices will continue to decline is problematical. This will be dependent upon the extent to which poultry raising has been retarded owing to the excessive cost of feed. It is just a question whether the demand will not absorb the supply to a much greater extent than in former seasons, when the advent of better weather always made for a replenished supply that was ample for all needs. None can say to what degree chicken-raising has been restricted until the season advances further. In the meantime, however, there is a better and a freer movement and demand continues to be good. Number 1 stock is down to 47c per dozen.

Eggs—		
New-laid (specials)	....	0 52
No. 1's	....	0 47

Very Little Margarine Expected From The States

Montreal.

MARGARINE.—The margarine that is being sold here is coming from the Canadian makers, and upon enquiry it seems that there is little prospect of getting supplies forward at the present time from the United States. Jobbers have generally expected that they would have to depend upon what was forthcoming from the Canadian factories, and some supplies have come through. Sales are fairly well maintained, and in fact there is a shortage. Prices are held without further change as follows:

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

With Firm Tendencies Butter Market Maintained

Montreal.

BUTTER.—The butter situation is one of much firmness, and with sales maintained and active, it is probable that there will be a further advance in the near future. This is emphasized through the fact that receipts are reduced over 5,000 packages from those of the comparative period in the previous year. With margarine receipts curtailed it is evident that little surplus can accumulate for some time, probably not until grass butter is again offered. Prices are unchanged as follows:

Butter—			
Creamery prints, storage	....	....	0 52
Creamery solids, storage	....	....	0 51
Creamery prints (fresh made)	0 49		0 50
Creamery solids (fresh made)	....		0 48½
Dairy prints, choice	0 41½		0 44
Dairy, in tubs, choice	....		0 39

Cheese Very Firm With Some Quoting Higher

Montreal.

CHEESE.—There is a very firm tone to the cheese market, and this is due to the somewhat short supplies that are available. There is no great surplus, and the receipts for the past year as compared with those of the former season are reported to be over 413,000 boxes short. Trading is fairly good. The Lenten season seems to make sales better in this district, and many make greater use of cheese as a meat substitute. One large provision jobber has advanced his prices half a cent, and some of the fancy cheeses were advanced last week. Farmers are expecting to get more for their cheese this season, and it is probable that there will be a higher range ere long.

Cheese—		
Large (new), per lb.	0 22½	0 23½
New twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Fish Are Selling Well Some Lines Are Weaker

Montreal.

FISH.—The demand for fish is reported to be very active and quite satisfactory. Owing to better deliveries there is a weaker tendency in the prices of oysters, fresh haddock and steak cod. Eastern fresh fish and frozen tom cods are easier in tone, and the better weather at producing points will make these to continue in better market for the present. There is really quite a scarcity of some lines, but frozen halibut, salmon, and a few varieties of lake fish are still in fair supply. A good demand from the United States has taken much of the supply of salted codfish and halibut and the market is rather bare here. Were it not for the fact that prices are already ruling high it is felt that higher levels would be reached owing to the scarcity of some varieties. Eastern fish are more abundant, and prices of these are expected to be easier as a result. Oyster deliveries are freer, but as the season is advanced and prices have ruled so very high for some time it is thought that there will be no great demand. Lobsters continue to be scarce and high.

SMOKED FISH.		
Haddies	0 17	0 18
Haddock, lb.	09	09½
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50
SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 50	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.	....	24 00
Do., tierces	....	34 00
Salmon (B.C. Red)	....	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	9 50	10 00
Green Cod, No. 1, per bbl.	....	15 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.	....	22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	....	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	....	0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	15 00
Do., half barrels	....	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 50	0 60
Prawns, lbs.	....	0 30
Shrimps, lb.	....	0 30
Scallops	....	4 00
FRESH FROZEN SEA FISH.		
Herring, large sea, lb.	....	0 08
Herring, frozen lake, lb.	....	0 06
Halibut	20	21
Haddock	9	9½
Mackerel	17	18
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 00	4 25
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 19	0 20
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	2 00	2 10
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	11 25
3 gal. (wine) cans	....	6 75
1 gal. (wine) cans	....	3 00
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 10	0 11
Steak cod	0 11	0 12
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	0 07	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18
Mackerel, per lb.	....	0 14

Live Hogs Up; Other Revisions

Toronto.

PROVISIONS.—Arrivals of live hogs have shown slight improvement during the week and have been quickly absorbed. Prices show a further advance of 50c per hundred. Fed and watered are now $19.75, and off cars, $20.00. Medium hams have advanced one cent in some quarters. Other lines to show changes are roll bacon, Wiltshire (smoked sides) bacon, and dressed hogs. The demand on all lines is reported fairly good at the following prices:

Hams—		
Medium	0 33	0 34
Large, per lb.	0 27	0 31½
Backs—		
Plain	0 40	0 44
Boneless, per lb.	0 44	0 49
Bacon		
Breakfast, per lb.	0 38	0 40
Roll, per lb.	0 32	0 34
Wiltshire (smoked sides), lb.	0 35	0 40½
Dry Salt Meats—		
Long clear bacon, lb.	0 27½	0 29½
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 45	0 46
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	55 00	57 00
Short cut backs, bbl., 00 lbs.	60 00	61 00
Pickled rolls, bbl., 200 lbs.	54 00	56 00
Hogs—		
Dressed, 70-100 lbs. weight	....	27 50
Live, off cars	....	20 00
Live, fed and watered	....	19 75
Live, f.o.b.	....	19 00

Shortening Materials Hold In Firm Market

Toronto.

SHORTENING.—Deliveries of cottonseed oil are most uncertain, and although some improvement has been shown in receipts manufacturers state that it is exceedingly difficult to catch up with their shipments. At the present time there is by no means sufficient to meet the demand and a very firm condition prevails in the market. Prices show no change on the basis of 26c to 26¾c per pound, tierces.

Shortening, tierces, 400 lbs., lb. 0 26 0 26¾
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Stocks Light; Advances Reported

Toronto.

LARD.—Advances as great as 1½c are recorded over last week's quotations on lard. Stocks are very light and a good demand exists. The curtailed receipts of live hogs are undoubtedly exerting some influence to cause this additional strength in the market. Present prices range from 29½ to 31c per pound tierce basis.

Lard, pure tierces, 400 lbs., lb. 0 29½ 0 31
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Margarine Future Uncertain Re Imports

Toronto.

MARGARINE.—Some difficulty is being experienced in getting permits through for shipments of margarine. It is said that no new licenses will be granted and that the shipments now coming in apply on licenses granted some months ago. Uncertainty still exists as to whether the United States Department of Food Control really intends to let supplies come through freely. The feeling exists, however, that imports to Canada will be watched closely, and undoubtedly home demands will receive first consideration in this commodity. No change for the week is reported in the market, prices holding firm at the following figures:

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Butter Prices Reveal Upward Tendency

Toronto.

BUTTER.—Advances have been made in some quarters in creamery and dairy prints over prices ruling last week. Not much change in regard to supplies is evident, there being ample butter to take care of the demand. Whether the increased receipts of margarine will affect dairy butter is still a question. No

change is as yet hinted at, and a very firm situation throughout on this market is being maintained.

Creamery prints, fresh made....	0 52	0 53
Creamery solids, fresh made....	0 49	0 50½
Creamery prints, storage	0 50	0 52
Creamery solids, storage	0 49	0 50½
Dairy prints, choice, lb.	0 40	0 46
Dairy prints, lb.	0 36	0 40

New-Laid Eggs Go To Lower Levels

Toronto.

EGGS.—Further declines in new laid eggs are recorded for the week and improved receipts are reported. The production in Canada is by no means equal to the demand, and shipments from the United States are coming along freely. In the Chicago market further sharp declines are reported with receipts good. However, consumption has not yet developed to correspond with the increase in supplies though it is thought lower prices now being made by the retailers will have the effect of improving this condition somewhat. Present quotations show a decline of from 5c to 7c in new laids.

Eggs—		
New-laids, in cartons	....	0 55
Do., loose, doz.	....	0 53
Storage, No. 1, ex-cartons....	0 48	0 50

Stocks Of Cheese Larger Than Usual

Toronto.

CHEESE.—No improvement in the demand for cheese is evident this week, but prices have been firmly maintained. Stocks are reported larger than usual at this time of year and this will likely have a restraining influence on possible higher prices. Quotations now being made follow:

Cheese—		
New, large	0 22¾	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ¼c lb. higher than large cheese.

Chickens Advance Five Cents Pound

Toronto.

POULTRY—No improvement in the receipt of fresh poultry is reported for the week. It is said that the high prices prevailing on live poultry results in sales in this condition being usually effected. Ducks, turkeys and geese are practically off the market and no change in price is reported. Some advances in chickens, frozen stock, are evident in the prices given below. The demand is excellent and exceeds supply.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	0 24- 0 27	0 29- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.....	....- 0 27	....- 0 27
Hens, under 5 lbs.....	0 25- 0 27	0 26- 0 27
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 30
Chickens, under 4 lbs.	0 22- 0 25	0 26- 0 28
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		
Hens	$0 28-$0 30	
Ducks	0 30- 0 32	
Chickens	0 35- 0 36	
Do., milk-fed	0 35- 0 39	
Turkeys	0 39- 0 40	
Geese	0 20- 0 27	

Declines in Smoked Fish; Shipments Better

Toronto.

FISH, OYSTERS.—Chicken haddies registered a decline of 1½c per pound in some quarters last week, and market cod and market haddock show reductions of 3c and 2c respectively. Receipts of frozen lake fish are reported for the week, and with the stock now in transit no fear is felt but that there will be sufficient supplies to carry over the Lenten season. Shipments of sea fish are also arriving, but supplies of Western fish are decidedly limited. Practically no change in prices on other lines than noted above has been made, and the demand which has been good all winter has shown further improvement since the beginning of Lent. Some anxiety is felt over the present strike of freight handlers on the Grand Trunk, and if same continues all week, outgoing shipments will be seriously held up.

SMOKED FISH.		
Haddies, per lb., new cured....	0 14	0 15
Chicken haddies, lb.	0 10½	0 12
Haddies, fillets, per lb.	0 14	0 20
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box.....	1 75	2 65
Digby herring, skinless, 10-lb...	2 20	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks.....	....	3 40
Acadia cod 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb...	0 11	0 12
Halifax shredded cod, 24s.....	....	2 20
Salt mackerel, kits 15 lbs.....	....	....
Labrador salt herring, barrels...	11 00	11 50
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs....	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19½	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	....	0 20
Do., Restigouche	....	0 27
Haddock, headless and dressed, lb.	0 09	0 10
Herrings, frozen	....	0 06
Steak cod, lb.	0 09½	0 10½
Haddock, market, lb.	0 07	0 10
Cod, market, heads on, lb.....	0 06	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	0 07	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 12	0 17
Do., No. 2, lb.....	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	....
Herring, Lake Erie, pan frozen	....	0 10
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	....	....
Mullets, frozen, lb.	0 06½	0 07½
Yellow pickerel, frozen, lb.....	0 12½	0 13
Oysters, per gal.	2 60	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	....	14 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Packers Predict Shortage Of Butter

Winnipeg.

PRODUCE AND PROVISIONS.—There has been an increased demand among local packers for hogs, which sent the market up from $18.75 to $19.10. Eastern packers are practically off this market, our prices being considered high. Eggs—There is still a shortage of storage eggs, but if this warm weather continues new-laids should not be long in arriving. However, prices will remain high for some time yet. Butter—The market is very firm, and storage stocks are very light. Prices are going to remain high until new stocks arrive, which will probably not be until May. Packers say that it will be well for dealers to handle as much margarine as they can, as it looks as though there will be a shortage of butter.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 39	0 40
Breakfast, select, lb.	....	0 43
Backs, regular	....	0 44
Backs, select	....	0 45
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 28¼
20s	....	5 95
Cases, 5s	....	17 48
Cases, 3s	....	17 55
Shortening—		
Tierces	....	0 26¼
Tubs, 50s, net	....	13 25
Pails, 20s, net	....	5 55
Fresh Eggs—		
No. 1 candled	0 47	0 48
Select	0 47	0 50
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 50
Fresh made creamery, No. 2..	....	0 48
Dairy, prints, No. 1 stock....	....	0 40
Dairy, regular run	0 37	0 38
Margarine—		
No. 1	....	0 32½
No. 2	....	0 30½
No. 3	....	0 28½

Big Advance In Price Of Lard

Winnipeg.

LARD.—Two big advances have taken place in the price of pure lard and shortening. Pure lard is bringing 28¼c for tierces, $5.95 for 20's, $17.48 for 5's, and $17.55 for 3's. Shortening is selling on a basis of 26¼c for tierces. These advances can be attributed to an exceptional demand for fats. The market continues very firm.

Fresh Salmon Expected End Of March

Winnipeg.

FISH AND POULTRY.—Prices on all lines are exactly the same as have prevailed during the past few weeks. Dealers report that the supply of everything is good, and fish is selling exceptionally well, whitefish being the biggest seller. They see no lower prices in sight, and expect supplies they have in stock to last until end of the season. Fresh salmon should arrive towards the end of this month. The poultry market is very quiet.

Pickerel, box lots	....	0 10¾
Whitefish, box lots	....	0 10¾
Haddock, frozen	....	0 10
Salmon, frozen	....	0 23
Halibut, frozen	....	0 20
Cod, frozen	....	0 12
Kinpers, boxes	....	2 25
Bloaters, boxes	....	2 40
Lake trout, box lots	....	0 10¾
Mackerel, frozen	....	0 15
Finnan haddie, 30-lb. boxes	....	0 17
Finnan haddie, 15-lb. boxes	....	0 17½
Salt herrings, new, ½ bbl.....	....	7 25
Salt herrings, 20-lb. pails	....	1 85
Smelts, Pacific Coast	....	0 18
Brook trout, frozen	0 35	....
Sea herring	....	0 07½
Flounders	....	0 09
Jackfish, box lots	....	0 07½
Tulibees, box lots	....	0 07½
Mullets	....	0 05
Perch	....	0 10½
Soles, lb.	....	0 11
Poultry—		
Roasting chickens, lb.	....	0 22
Fowl, lb.	....	0 19
Domestic ducks	....	0 24
Turkeys	0 28	0 30

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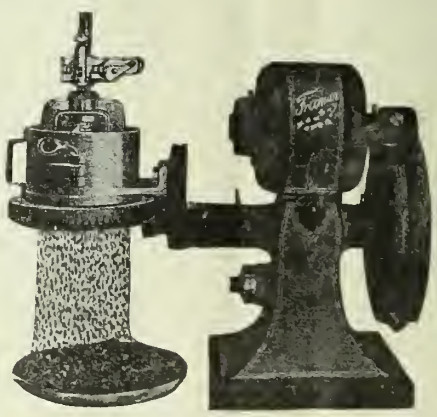

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The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

If any advertisement interests you, tear it out now and place with letters to be answered.

The "tang" of the Sea

EASTERN BRAND LOBSTERS

Boost your Fish sales and help win the War. Boost EASTERN BRAND Lobster and win satisfied customers.

The Boys at the Front look for EASTERN BRAND Lobster Paste—It's great.

If your wholesaler hasn't a stock, write to-day to

Eastern Canada Fisheries, Limited
CORISTINE BLDG., MONTREAL

FISH FOR LENT

SALTED LAKE HERRING

Headless and Dressed
60 fish to a pail, $1.85 30 fish to a pail, $1.10

BILL FISH

Half barrels $6.50
Headless and Dressed, 20 pound pails, $2.40

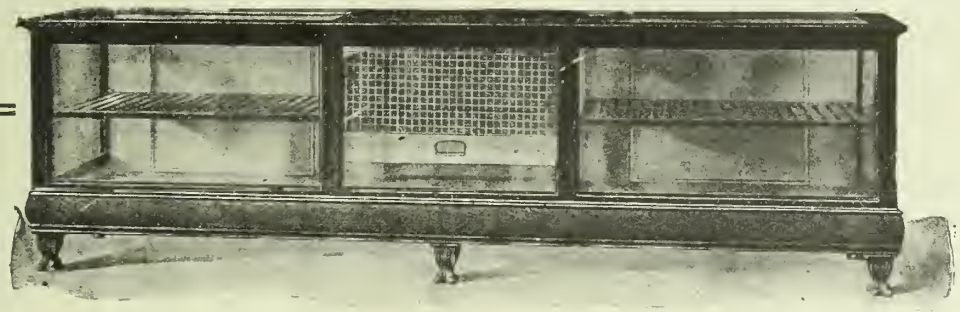
SPECIALLY PUT UP IN FAMILY SIZE
NO WASTE NO HANDLING

Also full line of Frozen, Salted and Smoked Sea and Lake Fish

J. BOWMAN & CO.

WHOLESALE

66 JARVIS ST. TORONTO, ONT.



Your Sales of perishables
will be steadily developed if you install the

Arctic Silent Salesman Refrigerator

Security and display are its big features. Write now for full particulars and copy of our illustrated list.

John Hillock and Company, Limited, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a *"Want Ad"* in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

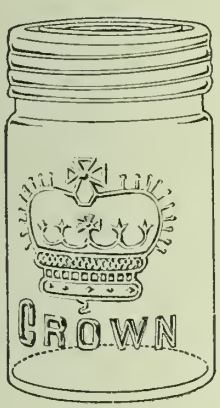
And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

SEND IN YOURS TO-DAY

Canadian Grocer
143-153 University Avenue
Toronto

Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited

Made in Canada

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

A sugar you can recommend

The quality of ROYAL ACADIA SUGAR is a high-grade, customer-pleasing quality that will make every sale a source of good "repeats" and the margin is big enough to make a constant selling effort very worth while.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co.

Limited

HALIFAX, CANADA

Saves Money
Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S
EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

The Imperial Co. Reg'd
645 ST. VALIER STREET, QUEBEC, P.Q.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont.
Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00
Lemon, 2 dozen	2 00
Orange, 2 dozen	2 00
Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. drawn lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	1 10
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0 10½
Barrels, 200 lbs.	0 10
Kegs, 100 lbs.	0 10
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0 11
8 in case	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½
Kegs, extra large crystals, 100 lbs.	0 10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden palls, 25 lbs.	2.15
3-gal. wooden palls, 28½ lbs.	3.25
5-gal. wooden palls, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 05
Barrels, per 100 lbs.	7 50
½ barrels, per 100 lbs.	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

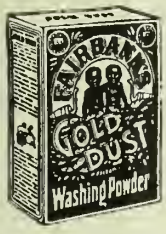
NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 8s, boxes 5 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 93
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. glass humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

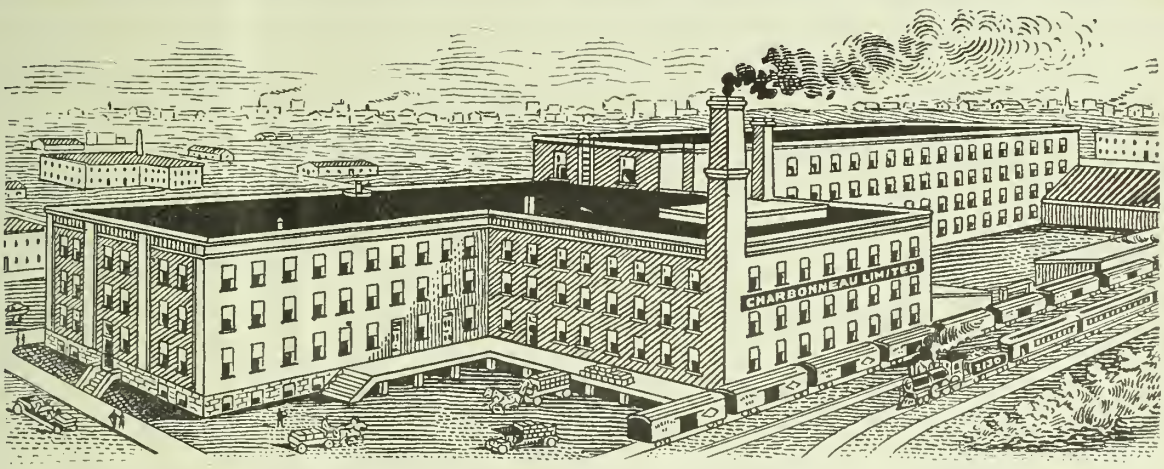
Did you ever see a clerk so new that he didn't know Gold Dust ?



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



CHARBONNEAU'S Imperial Maple Cream Butter is unsurpassed.

CHARBONNEAU'S Farm-Cream Sodas are in great demand and are rapid sellers.

Prompt Shipment. *Get Our Prices.*

CHARBONNEAU, LTD., 330 Nicolet St., Montreal

Distributors: Robt. Gillespie Co., Winnipeg. Morris & Co., Toronto.

If any advertisement interests you, tear it out now and place with letters to be answered.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the Market

Order from your jobber

What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which heats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line.

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provides the soldier with coffee three times a day for thirty days.

Delicious without milk—relieves fatigue and tired nerves.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can	
No. I Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. hahy (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. hahy (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor). 2-qt. size, per doz.	1 85

W. CLARK, LIMITED
MONTREAL

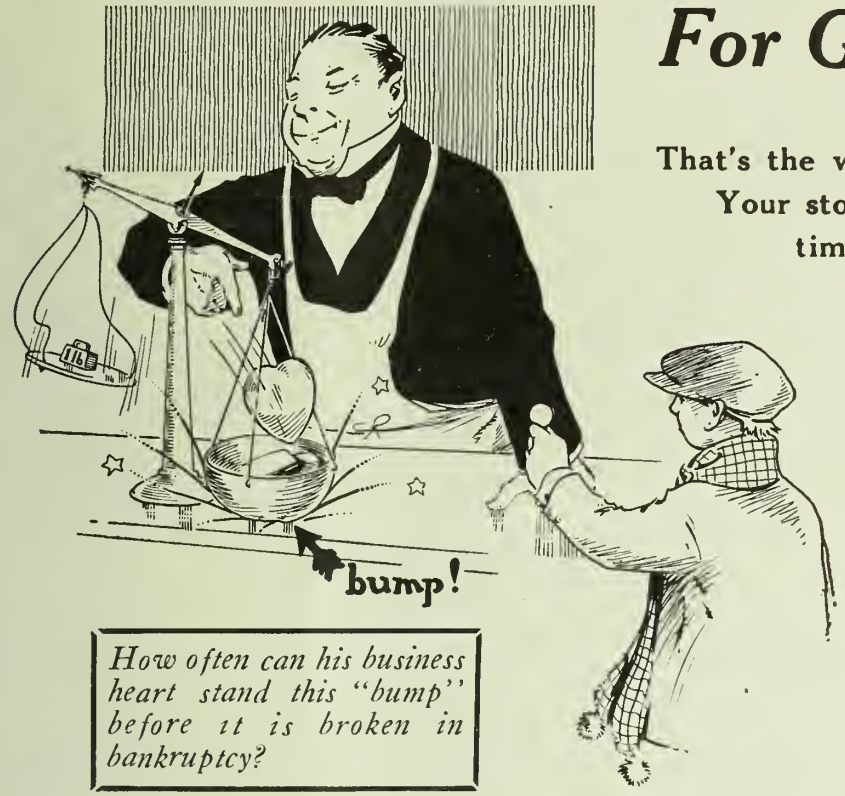
Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn—½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; Is, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Camhridge Sausage, 1s, $4; 2s, $8.
Lamhs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 2s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, hlue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold lahel), individuals, 95c; Is, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetahle, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, Is, $2.50; 2s, $5.95.
English Plum Pudding—½s, Is, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage—1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops—½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50
Jellied Hocks—2s, $3.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken—½s, $6.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch—1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans, Tomato Sauce—Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s, $2.05; 3s, $3.25. Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lh.	$ 2 16
D. S. F., ½-lh.	4 20
D. S. F., 1-lh.	7 50
F. D., ¼-lh.	1 15
	Per jar
Durham, 1-lh. jar, each	0 50
Durham, 4-lh. jar, each	1 75

If any advertisement interests you, tear it out now and place with letters to be answered.

Don't Throw In Your Heart For Good Measure



How often can his business heart stand this "bump" before it is broken in bankruptcy?

That's the way that leads to bankruptcy. Your stock is too valuable in war time to be given away.

But many a merchant rather than be "unjust" to his customers is unjust to himself and invariably tips the beam in his customer's favor to the extent of a quarter or a half an ounce every time he weighs merchandise.

Now it is nice to be good-hearted, but if you throw your heart into the scales every time you weigh something you will sooner or later lose your business head.

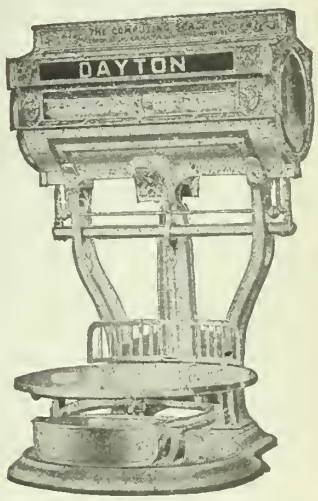
The principle of merchandising today is to give correct weight and to charge for it, and to do it with a

DAYTON AUTOMATIC SCALE

Just so surely as you give credit for underweight so you must exact payment for fractions overweight. It may be only a cent at a time, but that cent from an average of a hundred customers a day will mean three hundred dollars a year out of your net profits.

The scale which will enable you to determine weight and price instantly and automatically is the Dayton Computing Scale.

Let us send you our latest folders—TO-DAY.



Dayton Computing Scales

Leslie A. Davidson
Sales Manager

Royce and Campbell Avenues
TORONTO, ONTARIO

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

Suggest this line to every housewife

Critical people everywhere who have tried our

Pure Tomato Paste

find it particularly appetizing and "Delightfully different."

The simple directions on the can will enable the housewife to bring out the full, rich, delicious qualities of this incomparable Tomato Sauce.

Our price leaves you a good margin of profit. Send for trial dozen.

E. W. Jeffress, Limited
Walkerville, Ont.

Get stocked now with

MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to

Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.
In cases 12—12 lb. boxes to case

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections—	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6-lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

FRUITS

Grape Fruit
Oranges
Lemons
Celery
Cauliflower
Cabbage
Apples
Lettuce
Pineapple

FISH

The Lenten season is creating a good demand for fish. We have all the well known varieties of

Pickled, Smoked, Frozen
Halibut, Salmon,
Ciscoes, Haddies,
Fillets, etc.

WHITE & CO., LIMITED

WHOLESALE DISTRIBUTORS

Toronto

FRESH ARRIVALS THIS WEEK

2 Cars Extra Fancy Florida Oranges
1 CAR EACH
California Navels
California Celery
Florida Grape Fruit
Messina Lemons

ALL EXTRA FANCY QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

ONIONS and CARROTS

Supplies of these vegetables are plentiful. Prices are very low, being less than half what they were last year. Every merchant should push the sale of these lines, to lessen consumption of other goods which are not so plentiful. We have a full supply of Carrots, Beets, Onions, both SPANISH and Domestic, and will be glad to fill all orders.

FISH

We can supply you with all the staple lines at low prices.

ORANGES

Full supply of finest quality Florida Valencias and California Navels.

GRAPEFRUIT

Finest Floridas, all sizes.

CALIFORNIA CELERY

The finest obtainable always on hand.

POTATOES

Regular supplies of FINEST NEW BRUNSWICK DELAWARES.

Get our prices. They are right.

DUNCANS, LIMITED

North Bay, Sudbury, Cobalt, Timmins

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Write for Prices

CANNED APPLES

D.A.H. BRAND

2000 Cases Gallons. 500 Cases No. 3's

STANDARD QUALITY.

State quantity you require and the name of your Wholesale Grocer.

HYSLOP & SONS

Greensville, Ont.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOlutely the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of $6,000. Turnover last year $20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

GENERAL STORE BUSINESS FOR SALE—Stock about $8,000.00. Annual cash turnover $26,000.00. Store, storerooms, dwelling, stable, for sale $3,000.00 or rent $30.00 a month. Possession 1st April. A snap for someone. Box 23, Silverwater, Ont.

GENERAL STORE BUSINESS WESTERN Ontario village; $7,000 stock in best condition; $95 brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

A GENERAL STORE BUSINESS OF 24 YEARS' standing for sale. Stock about $8,000; cash business last year $24,800; dwelling in connection; stock clean and up-to-date; good country trade. Also for sale meat shop, stable and drive barn. Situated half mile from station on C.P.R. Good chance for a good live man as I am retiring. Box 282, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED — BUTCHER, MUST BE GOOD counter man and a first-class sausage maker. P. Harvey & Co., Windsor, Ont.

WANTED—EXPERIENCED GROCERY SALESman, permanent position at a good salary for the right man. Baker & Baldwin, Lindsay, Ont.

SITUATIONS WANTED

YOUNG MARRIED MAN WITH TEN YEARS' retail experience, desires position as traveller with good wholesale house. Highest references. Apply Box 285, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

POSITION VACANT

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

Kindly mention this paper when writing advertiser

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON · ONTARIO

***HO-MAYDE* BREAD IMPROVER**

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"
STONE - GROUND

From Choicest Ontario Wheat.
The Most Wholesome Flour Made.
$5.75 per 98's lb. sack.
Freight paid (Montreal rates) 5 sack lots.

Made by
T. A. KIDD & SONS
BURRITT'S RAPIDS · ONTARIO

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TANGLEFOOT

The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

This paper circulates in every province, is the best authority in the grocery trade, and so is read by those who want to know; that is why it pays to advertise in CANADIAN GROCER.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness.

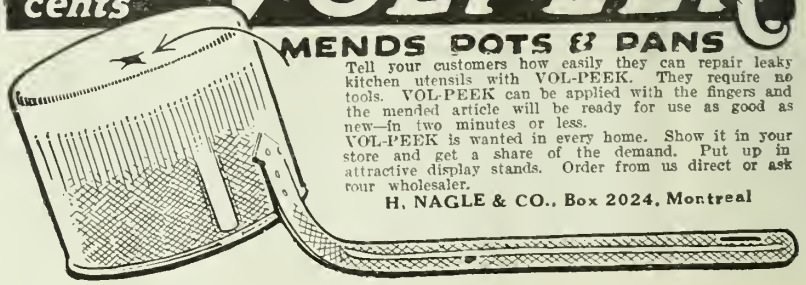
The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

15 cents **VOL-PEEK**

MENDS POTS & PANS



Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.
VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

KING GEORGE'S NAVY

CHEWING TOBACCO

Profits you and pleases your customers.

While your margin on every sale of King George Navy is in itself particularly worth while, the customer-satisfaction it produces will more than repay your selling efforts. Satisfied customers are a dealer's greatest asset, and King George's Navy always satisfies.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper
Twines & Cordage
Brooms Brushes Baskets
Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

War Flour Good Flour

By CARO M. BROWN
Chemist—Lake of the Woods Milling, Company, Limitea

IN THE interest of Food Conservation it has been proved most economical to insist upon a standard loaf of bread from all bake-shops and this is only possible when a Standard Flour is manufactured. In order to effect this standardization of flour all over Canada, the Government requires that the mills make not less than 74 per cent. flour from wheat, that is, 74 pounds of War Flour is to be made from 100 pounds of wheat. This is only very slightly more than most mills are already extracting.

Not "Graham" Flour

The slight increase of flour extracted is true flour, and not Bran or Shorts. Formerly this slight amount of flour had been allowed to go into the feeds for animal consumption, but when every grain of wheat counts as it does now, this is too extravagant a practice. There need be no apprehension as to the quality of Government Regulation flour. It is NOT "Graham," nor even so-called "Whole-wheat" flour, and it is NOT flour mixed with Bran or Shorts. It is simply pure flour as taken from the wheat berry, purified and sifted exactly as in the past; but, instead of several grades, such as FIVE ROSES, HARVEST QUEEN, LAKEWOODS, etc., being separated, all the flour is now blended together and only one brand will be on the market.

Colour More Creamy

The War Flour has not quite the white colour of FIVE ROSES, but for all practical uses it will give identical results in baking. Flavour, texture, general appearance and nutritive value will not be impaired in any way.

Good Baking Results

Foreseeing that some regulation of this sort was imminent, we have been trying out in our laboratory recipes for Bread, Cakes and Pastry, using the new "War Flour," our idea being to ascertain if any modification of present methods should be adopted. There need be no fear that the new flour will make unpalatable bread, cake or pastry. We were more than pleased with the results, and found that for bread no variation seemed necessary.

Suggestions for Your Customers

In making pie crust and puff paste, we have obtained the best results by using slightly less water than with FIVE ROSES. The crust was flaky, crisp and well-flavored. For cake, we followed exactly the same recipe in using FIVE ROSES and the War Flour; the cake from the War Flour was equal to that from FIVE ROSES in lightness and texture, was excellent in flavour and of a rich, creamy colour.

The War Flour being rich in gluten, care should be taken in making baking-powder biscuit and pastry not to work or handle it any more than is absolutely necessary, as this toughens the gluten, resulting in a texture less tender and flaky.

LAKE OF THE WOODS MILLING COMPANY LIMITED

MONTREAL — *Makers of FIVE ROSES Flour* — *WINNIPEG*

FIVE ROSES IN KHAKI—To conserve wheat, so essential to the Allied Cause, your favorite brand is now being milled according to Government Regulation. But the name "FIVE ROSES" which, for over a quarter century, has been a positive assurance of quality, is still your protection. Users of "FIVE ROSES Government Grade" Flour are assured of the best available flour under all conditions. Fortunate possessors of the famous FIVE ROSES Cook Book can bake with the new FIVE ROSES with practically no change in their present recipes and in the certainty of excellent baking results.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, MARCH 15th, 1918 No. 11

Canada's Best Match
Canada's Safest Match

EDDY'S "SILENT 500"

A non-smouldering, chemically self-extinguishing match produced and perfected by a firm with over 66 years' practical match-making experience.

Stocking Eddy's Matches is a paying investment for any grocer. People know the Eddy quality reputation—that's why they buy so readily when Eddy's Matches are mentioned.

There are 30 or 40 brands, including 15 to 20 Domestic lines. Eddy's Safeties, lighting only on the box; Wax Vestas, in several sizes; Gas-lighters, Eddystone Torches, Flamers, etc.

EDDY

ESTABLISHED A.D. 1851.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circu lations.
Copy of report will be sent on request to anyone interested.

Keep Standard Lines

TO THE FORE IN YOUR STORE

Your profits depend indirectly on the good-will of your customers. Without that good-will your business cannot permanently prosper.

To earn the lasting good-will of every woman who deals at your store, it is advisable that you depend largely upon Standard Lines of Merchandise—lines that assure the customer value.

O-CEDAR products are among your most profitable Standard lines. They have become standard as a result of their true quality and reasonable price. Their merits are known, their popularity ever on the increase.

Extensive advertising of both the O-Cedar Polish Mop and O-Cedar Polish, results in constantly-increasing sales. You can get your share of this demand by displaying these products about your store and in your window.

We have special Display Stands to help you make an attractive O-Cedar showing. Ask your jobber's salesman about our Special Assortment and Free Deals.

CHANNELL CHEMICAL CO., LIMITED, 369 Sorauren Avenue, TORONTO

O-Cedar Polish

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

BORDEN MILK Co. LIMITED
"EAGLE BRAND"
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
By which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Your Customers know the meaning of the Borden Eagle Trade Mark

Borden advertising has familiarized them with the quality, the convenience and the utility of the Borden Milk Products.

You can turn this knowledge into good, profitable sales by showing your Borden Stock constantly and prominently.

And, remember, Borden sales are always the kind that counts—quick repeat, money-making sales and satisfied customers.

Your wholesaler supplies Borden's.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office : No. 2 Arcade Bldg., Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.

Church and Dwight
LIMITED
Manufacturers
MONTREAL

CENTURY SALT
TRADE MARK
---the salt of satisfaction
Judged from any point of view whatever, comparison will inevitably result in favor of Century Salt, the clean sparkling purity of which recommends it to all.
Every good housewife likes a first class seasoner. That's why Century Salt is such a favorite.
THE DOMINION SALT Co LIMITED
SARNIA, ONT.

SUCCESS COMES THROUGH KNOWLEDGE

TO know all about your business means more profits and bigger business.

THE GROCERS' ENCYCLOPEDIA

was compiled by specialists who spent years of toil and spared no expense to make it worthy of a permanent place on your desk.

For information on practically every article handled by the grocery trade is given in such a manner that it is never forgotten. Contains a complete food dictionary in five languages: English, French, German, Italian and Swedish.

SEND FOR A COPY TO-DAY

It cost $50,000 to produce and contains 748 pages on 1200 subjects, with 500 illustrations, 80 full-page color plates, printed on heavy calendered paper, and bound in strong buckram to withstand hard usage. The cost is comparatively small for such a comprehensive volume.

ONLY $10.50, ALL CHARGES PREPAID

Send Your Order to

MacLean Publishing Co., Book Dept., 143-153 University Avenue

Toronto, Canada

CLARK'S PORK & BEANS

are still to the fore

The Quality of Material
The Perfection of Cooking
The Delicacy of Flavour

make them easily

YOUR BEST SELLERS

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S

CELEBRATED

Orange Marmalade

WAGSTAFFE'S Pure Raspberry Jam

We have large stocks. Order from your Jobbers.

WAGSTAFFE'S Pure STRAWBERRY

We have fair stocks.

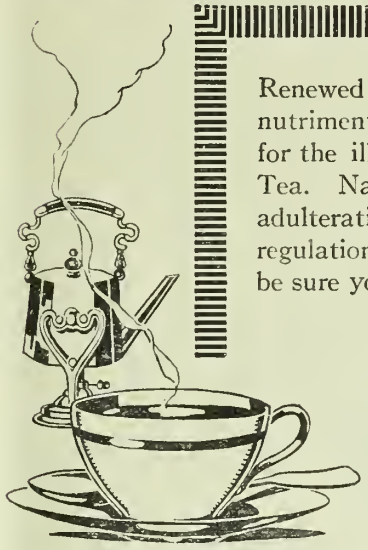
WAGSTAFFE'S Crushed Strawberry in Jelly

Large stocks.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

WHEN a grocer sells Japan Tea his efforts are being constantly strengthened and made fruitful by a forceful series of consumer advertising. This publicity creates the demand and the incomparable quality of the tea retains it, bringing the dealer the steady repeats that count for so much in business-building and profit-making.

There's a demand for Japan Tea in your community.

1918 JAM

The 1918 pack of jams and jellies will soon be in full swing and it will pay the packer now to seriously consider the money he has been losing in the past by spoilage and leakers.

By using glass packages sealed with an Anchor Cap, packers protect themselves against this loss.

Anchor Caps are sealed on the jars by a method that makes the closure absolutely air and liquid tight. The method of sealing eliminates breakage of glass, and the very neat and attractive appearance of the package when completed is a decided factor when it finally appears before the consumer.

Do not delay. Communicate with us now and make sure your new pack is put up under the air-tight Anchor Cap.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

COX'S

the people's favorite

That Cox's Instant Powdered Gelatine possesses the confidence and the appreciation of the public may be judged from the increasing sales which it is constantly producing. This popularity is due to the purity and delicate flavor which is a marked characteristic of Cox's. Good grocers everywhere sell Cox's Instant Powdered Gelatine and find it worth featuring. So will you.

BRITISH MADE

Arthur P. Tippet & Co., Montreal

WINNIPEG—Tees & Persse, Limited VANCOUVER—Martin & Robinson, Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

TARTARINE

(Registered)

is ***guaranteed*** equal to

Cream of Tartar

for every baking purpose, and to conform to all

Pure Food Laws

For household in 4, 8 and 16 oz. tins, and bakers in pails, kegs and barrels.

See Market Quotations for Prices.

Litster Pure Food Co. Limited

1297 Queen Street West

TORONTO

The Two Big Selling Points of Babbitt's Cleanser

are its size and its proven quality.

Here is a real 10c sized tin of the best cleanser on the market made to retail for 5c. And an additional selling point of Premiums for Trade-Marks.

Don't hesitate to feature Babbitt's. Every sale is a repeat and the profits are really good. Try it.

Wm.H.Dunn, Limited, Montreal

General Representatives for Canada

DUNN-HORTOP, LIMITED, TORONTO

SPECIAL AGENTS

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the Market

Order from your jobber

Sunsweet

Saves Sugar

Rich in fruit sugar—SUNSWEET Prunes make a special appeal to your trade now that sugar must be conserved. They are the finest prunes it is possible to produce in California—

Nature-flavored

Prunes

—sun-sweetened and sun-cured. They can be served without the addition of sugar—their natural sweetness takes care of that. And—they can be used also to sweeten other dishes.

Your customers will appreciate this big, timely feature of SUNSWEET Prunes.

Moral: Get in touch with your jobber now—cash in on the demand for this economical, sugar-saving food.

California Prune and Apricot Growers, Inc.

San Jose, California

A cooperative growing and marketing association embracing more than 5,000 growers engaged in this industry in California.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO.

Grocery Brokers
Manufacturers' Agents
WINNIPEG

MANUFACTURERS:

Do you require first class representation? Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Trade Papers are Pioneers of Business Expansion

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

C. & J. JONES
WINNIPEG - VANCOUVER

Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS

Manufacturers' Agents Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents,

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Headquarters for
Evaporated Apples
(In Gallons)
and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.
Is Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?
Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TO
Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Groin, Flour, Feed ond Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

Let Canadian Grocer—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Canadian Grocer frequently to fill your needs. It will pay you.

If any advertisement interests you, tear it out now and place with letters to be answered.

Made in Canada

Conservation of Food

Made in Canada

DOMESTIC ECONOMY is impossible without FRUIT JARS.

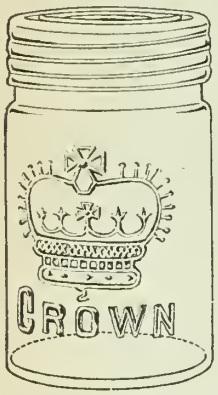
This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.



Adv. of Dominion Glass Company, Limited

"Cobban's Herb Tablets"

(The old Reliable Herb Remedy in tablet form)

Do you stock them?

If not order from your jobber

They are advertised in the leading papers and are meeting with big demand from the trade. Put up in carton display box of 1 doz. (50 tablets each). Boxes to each carton to retail at 25 cents per box, every box guaranteed.

MUNCEY SUPPLY COMPANY

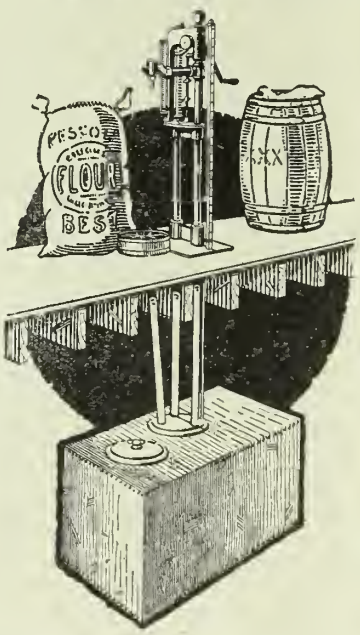
PROPRIETORS

Muncey - Ont.

Watson & Truesdale, 120 Lombard Street, Winnipeg

Distributors for Canadian North-West

"You'll Do More Business"



in your oil department when you put it on a systematic basis. You'll save the profit that is now lost; oil that is now wasted; you'll have a clean oil room with no danger of fire—and you will increase your trade.

BOWSER

ESTABLISHED 1885

Oil Storage Systems

will place your oil department on an efficient and profitable basis. Bowser will also save the oil now wasted, the unnecessary labor and time now spent in this department and Bowser will also bring you more satisfied customers. Now is the time to make the start—to clean up. Write the letter to-day or a card will do the work.

S. F. Bowser & Co., Inc. TORONTO ONTARIO

Sales Offices in All Centres Representatives Everywhere

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN & CEYLON TEA

We have some good lines of these Teas purchased on lower than present import basis.

If interested will be pleased to forward samples and quotations.

KEARNEY BROS., LIMITED

TEA
IMPORTERS

COFFEE
ROASTERS

33 St. Peter St. **Montreal**

A Real Egg Powder

Packed one dozen in attractive Display Cartons.

A Profitable and Quick Seller, Reflecting Satisfaction on those who handle it.

Pure, Wholesome, Nutritious.

Gives the Consumer the equivalent of eggs at 12½c. per doz. with the full food value of eggs.

It Does the Work

Most Wholesalers Stock It

SELLING AGENTS:

ROSE & LAFLAMME, LIMITED
MONTREAL - TORONTO

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells, 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's' Refined Coffee is worth its weight in gold."

G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.

If any advertisement interests you, tear it out now and place with letters to be answered.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

Price of Beef Hides

Kindly let me know the price of beef hides and calf skins, and the prospects for future. Nova Scotia.

Ans.—The price of beef skins is 12 to 13c per pound, according to quality. The price for veal skins, 20 to 22c per pound, according to quality, and cured calf skins 22 to 25c. The season is now approaching when the cheaper grades of skins are beginning to come on the market.

Handlers of Butter Tubs

Please put us in touch with parties who would likely be able to supply us with a car of butter tubs, both wooden and fibre.—P. E. I., New Brunswick.

Ans.—A list of names have been sent these parties.

Regarding Sugar Buying

I would like your opinion about the sugar situation, as I see the International Sugar Commission are handling all the sugar crops, and I generally buy a quantity of sugar when it is at its lowest price. Last year I had only one hundred bags at the lowest price, but I have a car booked this year, but I would not buy so heavily if I did not think the prices would advance.—Belleville, Ont.

Ans.—Whether you would do wisely in buying a car of sugar depends largely on the price you will have to pay for it. At present sugar is ranging around $8.54. There is a general feeling among refiners that there may be a decline from this price of possibly 40 cents. As far as an increase goes, there is comparatively little likelihood of this, as 60 per cent. of the great Cuban crop, which is now reckoned as 600,000 tons in excess of last year's output, has been taken over by the International Sugar Commission, and it is on the basis of this buying that the present prices are set. If crop conditions are favorable, it may possibly be that the holders of the 40 per cent. of the crop remaining may be eager to sell, even at a possibly lower figure. Then, too, efforts are being made to obtain Java sugar. If these efforts were successful it might possibly mean cheaper prices. Some disaster to the Cuban crop might result in higher prices, but there is no reason to expect anything of the kind, and the probabilities would seem to indicate somewhat lower prices rather than higher.

At what price per pound would we have to sell Barbadoes molasses, bought at 97c per gallon to make a profit of 33 1-3 per cent.?—Capelton, Quebec.

Ans.—There being 13 pounds in a gallon and the selling price of the gallon, to show a profit of 33 1-3 per cent. being $1.45½, the price per pound would be approximately 11½ cents.

Canadian Merchandise Exchange

Will you give me some information relative to the Canadian Merchandise Exchange?—Quebec.

Ans.—This was a company that began operations in Toronto some time ago. It was never a commercial success, and went out of business about a year ago.

A QUESTION OF INSURANCE.

Would you kindly give me some advice in regard to my insurance. I am insured in one company that charges me $1.75 a hundred. I am offered insurance by another company at $1.40. Would you advise me to make any change?—Wallaceburg, Ont.

Ans.—It is impossible to advise as to the value of these two policies without having a copy of each at hand. There may be some clause in the former policy that accounts for the increased cost. As a general thing it is poor business to change policies once they have been taken out.

IS THERE A SET PRICE ON MILL FEEDS?

Is there a law in force compelling merchants to sell flour and feed at a profit of only 10 cents a bag, including cartage?—H. Puslinsky, Shallow Lake, Ont.

Ans.—Regarding flour, no. Regarding feeds, yes.

By order No. 14 the amount that may be charged for bran and shorts is set at the following figures:

When sold by dealers from warehouses not more than 10 cents per bag of 100 pounds may be added to the cost of the product, at the railway station where it is delivered. This would suggest that no cost for delivery from railway to storehouse may be added.

When the delivery is made from the car by the purchaser, not more than 5 cents per hundred pound bag may be added.

Where millers sell direct to the consumer from the mill in less than 10-ton lots, not more than 5 cents per bag of a hundred pounds shall be added to the price at which the miller is permitted to sell.

Where the purchaser brings his own bags, then not more than $2 a ton may be added to the price of the bulk.

WILL SUGAR DECLINE?

I would like an expression of opinion as to the prospect of a further drop in sugar?

Ans.—The sugar situation is a very complex one at the moment. There are supplies of raws available in Cuba to ensure a plentiful supply of sugar; 60 per cent. of these have been purchased by the Sugar Commission at a figure that would seem to indicate that existing prices are as high as sugar will go. Some authorities even state that on the contract figures a decline to $8.11 is within the realms of possibility. On the other hand, transportation difficulties have induced a present shortage, that has resulted in one refinery advancing its price to $8.79. It would seem, however, that considering all conditions, that $8.54 ought to be the top buying figure, as probabilities favor a slight decline rather than a continued increase.

MAKERS OF PAPER BALERS

A short time ago I saw an advertisement in CANADIAN GROCER of paper balers for sale. Could you give me the address of the manufacturers?—Quebec.

Ans.—The manufacturers of paper balers are: Climax Baler Co., Hamilton; Stephenson, Blake & Co., Toronto; General Sales Co., Toronto, or Spielman Agencies, Regd., 45 St. Alexander St., Montreal.

POTATO HANDLERS

Please put me in touch with wholesale potato buyers in Toronto.—Antigonish, N.S.

Ans.—The following are some of the wholesale potato buyers in Toronto:—F. J. White, Board of Trade Bldg., Toronto; White & Co., 60 Front St. E., Toronto, Ont.; Wm. Patterson & Son, Colborne St., Toronto; A. A. McKinnon, Colborne St., Toronto, Ont.; McWilliam & Everist, Church St.; Stronach & Sons, Ontario Produce Co.

FURNACES

Please give me names of two or three firms from whom we could purchase hot-air furnaces.—Sober Island, N.S.

Ans.—The following are manufacturers of hot air furnaces: Thos. Davidson Mfg. Co., Montreal, Que.; McClary Mfg. Co., London, Ont.; Clare Bros., Preston, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

the food problem

is going to be very acute this year. This will apply in Canada as well as in other parts of the World. Economy must be the watchword in every household.

Simcoe Brand Baked Beans

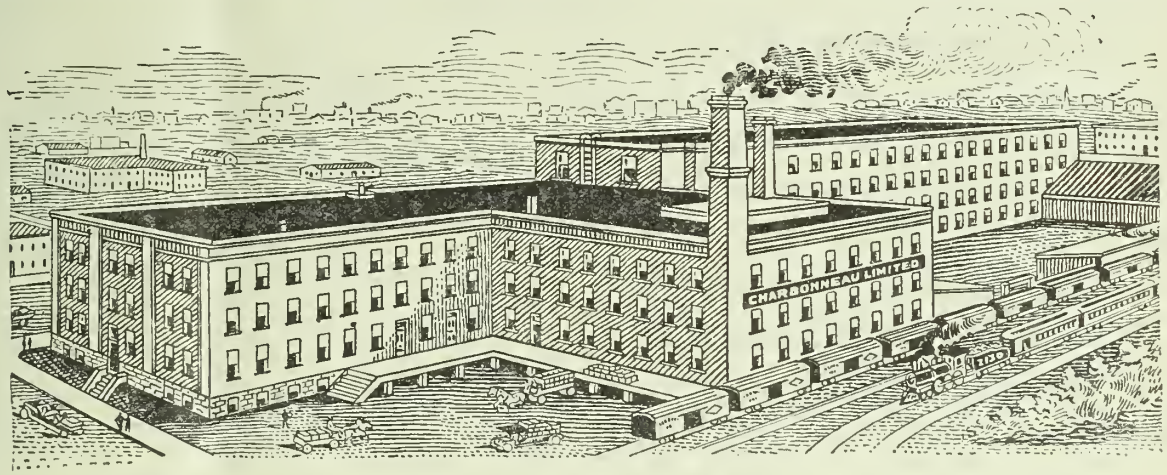
(*With Tomato Sauce*)

are rich in nutritive value and most economical. They make a dish which is equally popular with all members of the family and they welcome it as a substitute for meat on meatless days.

Keep a good stock of Simcoe Baked Beans on hand and recommend them to your customers.

The various sizes help to sell each other

Dominion Canners, Limited, Hamilton



CHARBONNEAU'S
Imperial Maple Cream Butter is unsurpassed

CHARBONNEAU'S
Farm-Cream Sodas are in great demand and are rapid sellers

Prompt Shipment. *Get Our Prices.*

CHARBONNEAU, LTD., 330 Nicolet St., MONTREAL

Distributors: Robt. Gillespie Co., Winnipeg. Morris & Co., Toronto.

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] Hamilton

SPECIAL OFFERING

Milady Glycerine Soap, a big cake, size and shape of Pears' Unscented. Glycerine Soaps are getting hard to obtain.

Retails at 10c., worth double.

Bristol, Somerville & Co.

Your Own Advertising

Sun-Maid advertising in the big magazines becomes your own advertising when you display Sun-Maid Raisins. The demand for economical foods has put Sun-Maid Raisins in thousands of new homes. Display your stock; get your share of this new business.

SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Seeded (seeds removed), Seedless (grown without seeds), Clusters (on the stem).

California Associated Raisin Co.
Membership 8,000 Growers
FRESNO, CAL.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each. containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

SMALL'S MAPLE SYRUP

Maple Butter

Maple Sugar

World's Standard For Nearly One Hundred Years

AT ALL JOBBERS

SMALL'S, Limited - Montreal, Que.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta. —MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

The margin of profit on every sale of Furnivall's Jams is big enough to make selling worth while. If you are not now handling Furnivall's, ask any of the undermentioned agents to supply you.

FURNIVALL-NEW, Limited
Hamilton Canada

Dealers: This beautiful color ad. appears in MacLean's Magazine for April. Tear this ad. out and put it in your window as a reminder to your customers.

"My $100.00 Table—Saved"

"My beautiful dining-room table had been in storage several years and was in very bad condition—dull, dirty, marred, scratched. I had just about decided to sacrifice it to a junk-man. Then, suddenly, I remembered what wonderful results a friend of mine had obtained with

LIQUID VENEER

"A single application with a piece of cheese cloth worked wonders. The 'bluish' smokiness, the dirt, the mars and scratches vanished and my table was restored to me in all its original lustre, beauty and newness. I was truly amazed.

"Now I use Liquid Veneer throughout the house on all my furniture and woodwork. I *know* it will keep everything new-looking *twice as long*—will save the expense of buying new furniture and also that of having old pieces refinished."

You, too, can renew and restore, saving many dollars in refinishing costs. Send for our new booklet, "The Proper Care of Your Furniture" and learn the real secrets of furniture beauty. Sent FREE upon request.

Don't forget, Liquid Veneer sells at the same old prices, 25c and 50c a bottle.

Buffalo Specialty Co., 381 Ellicott St., Buffalo, N.Y.

Canada, Bridgeburg, Ontario

Lloyd George and the War

COL. JOHN BAYNE MACLEAN contributes to the March issue of MACLEAN'S MAGAZINE a strong article dealing with the need for efficiency in the Lloyd George Government and giving interesting information with reference to the young man who is rapidly coming to the front in Imperial affairs—Sir Eric Geddes, the head of the Admiralty. This contribution is on a notable series.

"SIXTEEN MONTHS IN GERMANY."

What a Canadian Prisoner saw and heard there—and how he escaped," By John Evans

This article presents a picture of conditions in Germany and gives many new facts with reference to what is going on in that country. The writer worked for sixteen months in the mines of Westphalia and came in close contact at all times with the miners. The story of his escape is a thrilling one.

"CANADIANS IN MESOPOTAMIA."

By a Canadian Medical Officer.

Little has been known heretofore of the campaign in Mesopotamia. This article gives details of the campaign and of the part which Canadians are taking in it. It shows how the inefficiency of the first campaign has been done away with and how splendidly organized the British army now is. The article contains many interesting anecdotes of adventure on that front.

"LABOR THE DOMINANT FACTOR."

By Agnes C. Laut.

This is an article on the war situation as it is developing on this side of the Atlantic, showing that labor is becoming a dominant factor. In the United States the antagonistic attitude of the labor union is dying out and being replaced by a strong desire to assist in war measures.

"CANADA'S NEW BOSS."

By H. F. Gadsby.

A political article, dealing with the "man behind" Union Government. It gives interesting and exclusive information with reference to the political situation at Ottawa as it is developing since the election.

"A CASUALTY."

By Robert W. Service.

A war poem which tells of an experience which actually happened to Service while driving a motor ambulance on the Western Front. It will be illustrated by C. W. Jefferys.

Fiction in the March Number

"BY THE TIP OF AN EYELASH," by A. C. Allenson, illustrated by R. M. Brinkerhoff. A bright story combining business, love and horse racing.

"THE GARDEN OF SPICES," by L. M. Montgomery, illustrated by F. Weston Taylor. This is a most unusual and charming love story.

Two long instalments of the two serials "THE PAWNS COUNT," by E. Phillips Oppenheim, and "THE MAGIC MAKERS," by Alan Sullivan.

"THE GIRL ON THE VERANDAH," by Arthur Beverly Baxter, who wrote "The Man Who Scoffed," and "Mam'selle Butterfly."

Regular Departments and Features

There are the regular features and departments: Review of Reviews; Business Outlook; The Investment Situation; The Nation's Business; Books; Women and Their Work. A food article by Miss Chapman is a feature, and a new Spring Department on Seeds and Garden Culture starts in this number.

MacLean's Magazine

At all News Stands—20c.

"Time Will Tell"

Other package teas have come and gone during the twenty-four years that Red Rose Tea has been gaining in sales and fame.

Red Rose Tea has stood the test of time, because—

We put the QUALITY in the tea at the start and have maintained the standard ever since.

A time-tested product is a safe one to push.

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

KLIM
IN POWDER FORM

For Your Own Sake You Should at Once See to

it that you keep a stock of KLIM, obtainable from all wholesale grocers.

It is rapidly taking the place in many homes of condensed and evaporated milks, and of liquid milk from the dairy. Its convenience, its purity, its economy, and its taste, appeal to the housekeeper.

It is mainly an added line, not a change from some existing similar line. It is fast becoming a profit-bringing staple, with a definite use in every household.

It is pure, separated milk powder, and our advertising and its own excellence, are making it rapidly and favorably known to hundreds of thousands of people.

It is up-to-date. Can you be up-to-date if you do not carry it? The 10-lb. tins are most economical—10 pounds make 40 quarts.

Canadian Milk Products Limited

10-12 St. Patrick St., Toronto
10 Ste. Sophie Lane, Montreal, P.Q.

Also stocked by
W. H. Escott Co., Winnipeg
Kirkland & Rose, Vancouver

Your Window

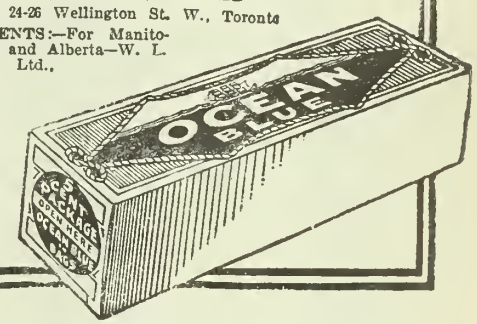
is your best advertising medium, but it will not fully repay the time and thought spent on its arrangement if you omit from it the attractive packets of

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



If any advertisement interests you, tear it out now and place with letters to be answered.

Have YOU One of These Handsome Show Cards?

If not, we will be very glad to forward one, charges prepaid. One of these Cards in a prominent position will catch the eye of every customer.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH ST., TORONTO Agents for the Dominion 191 ST. PAUL ST. W., MONTREAL

Whittemore's Shoe Polishes

Quality Variety

For a Big Seller

BOSTONIAN CREAM — The ideal cleaner for kid and calf. You'll need a good stock of brown for brown glazed kid and mahogany calf —also the cordo-tan for cordovan leather. Then there's the white BOSTONIAN for all colors of glazed Russia calf, vici or dongola kid or patent leather—also light and dark gray, and any other color or shade.

GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS AND PRESERVES THE LEATHER AND RESTORES ITS COLOR AND LUSTRE

And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of PEERLESS OXBLOOD PASTE.

RUSSET—2 Sizes

BROWN—2 Sizes

QUICK WHITE
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

WHITE—2 Sizes

RED—2 Sizes

BLACK—2 Sizes

Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

CANADIAN GROCER

Vol. XXXII. TORONTO, MARCH 15, 1918 No. 11

Nothing Striking in Grocery Regulations

The Long Expected Order-in-Council is Mainly Devoid of Interest—Makes no Notable Changes in Trade Methods—Save That License is Required Grocer Will Probably Notice no Change

THE full text of the regulations governing the licensing of the retail grocer has been made public turns out to contain few, if any, of the sweeping changes that were expected.

The regulations proposed by the committee appointed by the Hon. W. J. Hanna when food controller, would certainly not be recognizable in their present form. The Food Control Board were evidently timorous about making any very drastic changes, and they have carefully avoided doing so. In fact, as the regulations now appear, barring the fact that every merchant has to be licensed by the first of May and pay a license fee, there is no change from the pre-license system.

There are only two clauses that seem to show a hint of constructive benefit. Clauses 6 and 7, stating that the merchant may be required to make a monthly statement of stocks on hand or in transit, and to maintain such a set of books as will enable his figures to be verified at the request of the Food Control Board may result in some good. It is possible that, being compelled to keep a closer watch on his stock, the merchant may be safeguarded against overbuying, and the requirement of a system of records may induce more systematic methods of handling the business. It is to be hoped that these results will follow. The regulation forbidding buying from unlicensed handlers, too, may possibly result in the elimination of some slight element of speculative handling that may have occurred in the business in the past. This, however, has been practically a negligible factor.

The full text of the regulations follows:

Order No. 21

Whereas by Order in Council No. 3214, dated the fifteenth day of November, 1917, it was, amongst other things, provided that "the Food Controller may prohibit any person from dealing in any food or food products designated by him without a license, and may cancel any license for any violation of any regulation or order."

And whereas, by Order in Council, dated the eleventh day of February, 1918, His Excellency the Governor General in Council did order:

That all the powers of the Food Controller for Canada are now vested in and are to be exercised by the Canada Food Board.

Therefore it is hereby ordered:

1. That on and after the first day of May, 1918, no person, firm or corporation shall deal retail in food or food products, which are regarded as necessary for household consumption and commonly designated under the heading of groceries, without having first obtained a license from the Canada Food Board, such license to be known as a Retail Grocer's License, SAVE AND EXCEPT those dealing retail, exclusively in bakery products, or flour mill, grist mill or cereal mill products, or fresh fruit, or vegetables, or fish (fresh or canned), or dressed fresh meats, or butter, or cheese, or eggs or poultry, or sugar products UNLESS OTHERWISE ORDERED THERETO.

2. That the licensee shall not buy, contract for, sell, store or otherwise handle or deal in any food or food products for the purpose of unreasonably increasing the price, or of restricting the supply, or of monopolizing or attempting to monopolize either locally or generally any food or food products.

3. That licensee shall not destroy any food or food products which are fit for human consumption and shall not knowingly commit waste or wilfully permit preventable deterioration in connection with the storing or sale of any food or food products.

4. That no licensee shall, directly or indirectly, knowingly buy any food commodities from, or sell any such commodities to, any person required to obtain a license from the Canada Food Board, and who has not obtained such license.

5. That the licensee shall place on every letterhead, contract, order, acceptance of order, invoice, price list and quotation issued, the words, "Canada Food Board License Number," followed by the number of the license, and shall show the name of the licensee or licensees under which business is carried on.

6. That all licensees may be required to make reports monthly, and as often and at such times and in such form as may be in writing directed by the Canada Food Board, showing the stock on hand or in transit to order of licensee, and such other information as may be required by the Canada Food Board from time to time.

7. That every licensee shall keep such books, invoices, vouchers and other papers and records as will enable the Canada Food Board, or any person by them thereto authorized, to verify any report or statement that such licensee is required to make to the Canada Food Board.

8. That application for license must be on form 8 hereto attached.

9. That the following shall be the fees to be paid for licenses granted under this order:

8. That application for license must be on form 8 hereto attached.

9. That the following shall be the fees to be paid for licenses granted under this order:

When the value sold does not exceed $20.000 per annum.....$ 2.00

When the value sold does not exceed $40,000 per annum..... 4.00

When the value sold does not exceed $60,000 per annum..... 6.00
When the value sold does not exceed $80,000 per annum..... 8.00
When the value sold does not exceed $100,000 per annum..... 10.00
and an additional $2 for each $20,000, or fraction thereof, of the value sold in excess of above figures.

10. That all licenses shall expire on the thirtieth day of April in each year.

11. That licenses are not assignable or transferable without the assent of the Canada Food Board.

12. That licensee shall give notice in writing to the Canada Food Board of any change of address, or of any change in the management or control, or of any change in the character of the business licensed, within ten days of such change or changes being made.

Dated at Ottawa this 25th day of February, 1918.

Canada Food Board,
HENRY D. THOMSON,
Chairman.

Watch Out for the Wine Measure

Its Use is Banned and Inspectors Are on the Warpath—The Part of Wisdom to Look Over Stocks and See That Nothing Illegal is Carried

AS NOTED some little time ago in these columns the United States liquid measure or wine measure as it has been known is under the ban.

J. J. McConvey, inspector of weights and measures, advises CANADIAN GROCER that there will be immediate action on this matter and that any one selling goods under this measure will be charged with a breach of the act. Conviction on this charge involves a fine of $20 for each offence.

This ruling has been in force for some time, but there has been a laxness in its enforcement. As a result there has grown up a feeling that these wine standards are actual legal measure, and many a merchant is handling them in all good faith. That, however, will not be a sufficient plea to protect against the result of any infringement of the act. The department has given full warning of their change in attitude, and inspectors have been called upon to carry out the strict letter of the law.

It would be a wise move under the circumstances for the merchant to go over his stock and make sure that there is nothing on his shelves that would come under the condemnation of the terms of this order, for if he does not the chances are that he will be a poorer, and it is to be hoped a wiser, man, for this regulation having been brought sharply to the attention of the department's inspectors, it is only natural to suppose that they will be keenly on the alert for any infringement of this particular law.

Any goods put up in the United States in liquid measure will probably be in that measure, while there have been a good many cases when Canadian goods have also been put up in this measure. It looked well to call the container a gallon, and it was more or less profitable when this gallon was 20 per cent. short of the gallon standard. It has grown too common a practice and the lid is to be clamped down.

These are the points to remember:

The sale of anything in Canada by Wine Measure is illegal.

The offering for sale of any goods of which the contents are solely marked in some unit of United States Measure is illegal, e.g., "1 Pint U.S.A. Standard."

Representing unmarked container goods as pints, quarts, etc.. when their contents are actually United States Measure (Wine Measure)is illegal.

Packages and container goods may be put up and sold without any reference to the measure of the contents, or the contents may be indicated by weight in pounds or in ounces, but if any reference whatsoever is made to the contents by measure IT MUST BE IN DOMINION MEASURE.

And here is the section of the law that bears upon this question:

"Weights and Measures Act," Chap. 52, R. S., 1906, provides as follows:—

Sec. 24. Every contract, bargain, sale or dealing made or had in Canada, in respect of any work, goods, wares, or merchandise, or other thing which has been or is to be done, sold, delivered, carried or agreed for by Weight or Measure, shall be deemed to be made and had according to one of the Dominion weights or measures ascertained by this Act, or to some multiple or part thereof, and if not made or had, shall be void, except when made according to the Metric System.

Sec. 60. Every person who sells by any denomination of weight or measure other than one of the Dominion Weights or Measures, or some multiple or part thereof shall be liable to a penalty not exceeding twenty dollars for every such sale.

Tinned Plate Will Be Available for Canners

Arrangements Made With U.S. to Release Sufficient Supplies to Take Care of Full Pack—Price Somewhat in Advance of Last year—Seed Corn Will Also be Provided

TIE canners have been definitely assured of adequate supplies of tins to take care of a maximum pack. The War Trade Board of Canada and the United States have been jointly engaged in considering this matter and as a result of their deliberations there has been an assurance given that there will be released sufficient supplies of tin to look after the pack. The canners will be required to send in statements of their requirements and a sworn statement of their output, and strict measures will be taken to see that the very best possible use will be made of the available supplies. As a result of the failure of last year's pack, there is a substantial holding of last year's tins which will materially help the situation. The Dominion Canners have on hand, it is estimated, some 15,000,000 tins, and consequently their requirememnts will be less this amount.

The supplies of tin plate will be purchased by the government and allocated according to the known requirements.

The price set is $7.75 per box of 200 pounds. This is in line with the prices being paid by the American canners, and while slightly higher than the prices prevailing last year, is not sufficiently higher to become a large factor. Of course the price shows an enormous advance over the prices of normal times.

This arrangement will, it is expected, result in a considerable saving to the canners and will also assure the most economical and advantageous distribution of the tin, and it is believed that similar arrangements will be made to take care of the requirements for all foods that require tin containers.

Seed Corn Will Be Forthcoming.

The important matter of seed corn to supply the needed production of corn for the canners has also been brought to the attention of the Government and a move is on foot to provide the necessary supplies. At present there are embargoes on export of seed corn from the United States, and it is to the States alone that Canada can look for her supply. Negotiations have reached the stage where it seems reasonable to believe that a sufficient supply of seed corn will be available to meet the needs of the growers.

FRENCH PROHIBIT COFFEE DEALINGS

Upon recommendation of the Minister of Commerce and Industry to prohibit all coffee imports into France, a Ministerial decree prohibits all coffee transactions on Havre Bourse, beginning January 4; also prohibits temporarily all quotations concerning coffee transactions.

The Cash and Carry Idea in Ottawa

Attractive Store of B. G. Crabtree & Co., Elgin Street, Ottawa, Installs Cash and Carry Department—Gives Over One Half of Store to New Departure and Conducts Regular Business in Other Section

By Canadian Grocer Staff Writer.

"WE expect to be able to get along with one delivery wagon less after 1st of May," said B. G. Crabtree, an Ottawa grocer, in referring to his new cash and carry "groceteria" system, which he inaugurated a few weeks ago.

He explained it was somewhat difficult yet to know just how the new idea would wear, but from his experiences of the past week or two he, as well as Mrs. Crabtree, who assists him in managing the business, believes that the cash and carry system is a winner.

When it was eventually concluded to establish it they decided to devote one corner of their store to the system and conduct their other business as they had been doing in the past. The right-hand corner near the window inside the door was fitted up with samples of goods, reductions in price from which were made if the customer carried home the goods and paid cash for them. They included practically everything in the store with exception of bread and sugar. No reduction is given from the price of these two lines no matter whether cash is paid or not. The reason for this will be obvious to every dealer.

There were, of course, other lines which were not put into this department, but from which they agreed to give the customer a reduction if they were carried home and cash were paid. For instance, they have an individual meat counter across the end of the store. A cent or two is taken off each pound of bacon, ham, cooked meats, etc., if paid for on the spot and carried home.

B. G. CRABTREE,
Elgin Street, Ottawa. Mr. Crabtree has been named as one of three retailers to represent Ontario on the Food Board's Advisory Committee.

Interferes But Little With Regular Trade

"We decided to adopt the new system," stated Mrs. Crabtree, "partly from a patriotic standpoint. The Food Control Board has been urging the inauguration of the cash and carry system wherever possible, and we noticed a number of articles in CANADIAN GROCER dealing with the subject. We find it interferes but little with our regular trade. This means that what we are getting from the cash and carry department is nearly all additional business. When we counted up the cash in the register after the first day's business we found $265 had come in to this department alone. We had a splendid business in the other section of the store as well. We advertised the new idea in the papers and got considerable publicity because of the fact that we were the first in Ottawa to begin it. The department was crowded the first day, and it required four and five clerks to wait on the customers. The trade has kept up splendidly since. The reductions amounted to a couple of cents off a can of tomatoes, a cent or two off something else, and so on. Probably 10

The attractive interior of the B. G. Crabtree store, Elgin Street, Ottawa.

or 12 cents would be taken off a bill of goods amounting to $1.25. This means considerable to a good many people, and would amount to quite an item during the year."

Mr. Crabtree pointed out that there were some customers who at first thought the new system would cut their grocery bills in two. "We had to explain to these just why this could not be the case. At first, too, some of our regular customers who paid us on credit, and whose goods were delivered, thought we should give them the same prices as we were giving to the cash customer. It was necessary to explain that, having adopted a definite system, we could not very well make any exceptions, and we have had no further difficulties. It seems to me it is the only fair system that customers who want additional service such as credit and goods delivered should pay a little extra for such a service."

As stated above, the Crabtree store anticipates taking off one of their delivery wagons on the 1st of May, which will be a tangible result of the adoption of the new system.

ANOTHER AGENT OF CONSUMERS' ASSOCIATION, WINDSOR, ONT., IN DIFFICULTIES

C. J. Weck, of Kitchener, Ont., was recently haled before the magistrate in that city to give account of his activities in connection with his advertising of the Consumers' Grocery Association of Windsor, Ont.

It appears that the gentleman in question had been very energetic in the matter and had spread circulars broadcast, even as far north as North Bay. It is to be presumed that a considerable number of $2 bills poured in as a result of this campaign.

Not only so, but there were a number of instances urged against him where substantial orders had been turned in, and where Mr. Weck's activity ceased with the receipt of the order. There were a number of these. One was from a woman in Midland who had sent $18.

The gentleman, when haled before the magistrate, pleaded that he had severed his connection with the Consumers' Association some time previously, and so had just forgotten to return the money received for orders. The visit to police headquarters, however, convinced him that there was some slight irregularity in this method of doing business, which, while it had operated to his advantage to that moment, exhibited a tendency to turn very much to his disadvantage. Whereupon, the aforesaid Mr. Weck produced enough currency to liquidate the little transactions that the police had become interested in, and he was thereupon let go with a reprimand.

STRATEGY

"Billson, yonder, tells me he trusts his wife implicitly and absolutely, but—"

"Well?"

"Well, I notice he carries his change in the same pocket with his fish-hooks."

Big Demand Expected for Canned Goods

Armand Chaput, of Chaput Fils & Cie., Montreal, Just Home From Extended Trip Through U.S., Speaks of Conditions That Affect Canadian Trade

IN THE course of an interview with Armand Chaput, vice-president of the firm of Chaput, Fils and Co., wholesale grocers, CANADIAN GROCER learned that there would likely be a big demand for canned goods during the present year and that those who have the goods to offer will get the business, even though prices are likely to rule high.

"Western Canada has been able to get a great deal of its needs in canned goods from the United States in previous years," said Mr. Chaput. "That, however, is a thing of the past. There is every likelihood that the demand from the West will have to be filled from Eastern Canada this year, because there is such a heavy drain on the United States supplies for the needs of the government and such large supplies will be requisitioned that there will be little available, probably, for suppying more than the home demand."

"What is the situation there on tinplate?" was asked. "Just at the present time there are some deliveries being made to the packing concerns in California but these were stated to be small and infrequent. The packers hope to secure what the requirements call for but this will be a factor that depends upon transportation and the facility of arrangements between the British Government and that of the States," was Mr. Chaput's reply.

"The Government is in the market for many commodities and this makes it difficult to say what will be available for the usual trade demands. While I was there," continued Mr. Chaput, "the Government came to one grower and took 50,000 bags of beans and subsequently secured from another source an equal quantity. The Government's needs must be met and if a quantity is available at any time and is wanted this must be supplied at the fixed price. Thus, the difficulty of sizing up the probable situation regarding a given commodity is obvious."

Mr. Chaput emphasized the probability of prices remaining high and stated that the dealer who had the stock was the one who would be in a position to dispose of his goods in a good market and at a profitable return.

While it is early to estimate the probable conditions that will obtain for the dried fruit industry, Mr. Chaput stated that since he had been in California some needed rain had fallen and with continued favorable weather conditions there was likely to be a good yield. Notwithstanding this, in view of the Government's needs, there is likely to be some unusual interest in securing the usual supplies for the trade needs of home markets.

In speaking of the molasses situation Mr. Chaput stated that the small producer was asking a high price for his stocks and that in addition to this the cooperage difficulties were so great as to cause concern. These two factors, in his opinion, have contributed very largely to the present high prices that are being asked.

"The transportation situation in the United States cannot be understood by anyone," said Mr. Chaput. "In Chicago, when there, fourteen inches of snow had fallen, the schools were closed and the citizens were all out doing what was possible to clear the streets and make them passable."

Cash and Carry

Here's how we save you money in

"Our Groceteria"

SPECIALS for the Week of February 25th

Beaver Brand Chicken. Regular 50c tin ... 45c
Chicken a la King. Reg. 65c tin 50c
Chicken a la King. Reg. 35c tin 25c
Lombard Plums, 2 lb. tin. Very choice. Regular 20c tin 16c
Pure Gold Jelly Powders. Reg. 10c pkg. 3 pkgs. 25c
New Sockeye Salmon, 70 only tins (while they last). Reg. 22c ... 15c
Campbell's Soups. Regular 18c tin ... 16c

EXTRA SPECIAL

150 Size Florida Oranges. Regular 60c doz. 33c
Fresh Pork Sausages, 1 lb. package 25c
Lipton's Cocoa, ½ lb. tins. Regular 25c, for 21c

B. G. CRABTREE
LIMITED.
333 ELGIN STREET

Phones Q. 3600-01-02. Accounting Dept. Q. 759.
Note—To save waiting, orders phoned in advance will be ready when called for.

Advertising the Groceteria idea.

THEFT STILL PREVALENT IN MONTREAL

The stealing mania is still prevalent in Montreal. Henri Latourneau, 19 years of age, was gathered in by the police last week, and with him 20 bags of sugar said to have been stolen from a Grand Trunk car on the river front. The police seemed to have the matter well in hand, having followed Latourneau for a couple of blocks while he had been driving a commandeered sleigh. The sugar was in the sleigh at the time, and when he was charged with having stolen it he denied it, but could give no satisfactory explanation.

The True Story of Jones & Nixon

Read This Story and Answer the Points Raised — Whether Increased Turnover Can Decrease Costs—Can an Unprofitable Line be Made Profitable by Larger Sales?

JONES was a grocer in the uptown district of one of our large cities. Nixon was the junior clerk. Nixon's duties included doing up parcels, fetching in goods from the storehouse, assisting the other clerks when required, and performing the other numerous odd duties necessary in and around a grocery store.

Jones noticed that Nixon had considerable spare time on his hands, and he therefore turned over in his mind how he could keep him fully occupied, and perhaps at the same time lighten somewhat the work of the other clerks, whose time was fully taken up.

The sugar had always been kept behind a small counter at the end of the store, and this had entailed considerable journeying to and fro on the part of the clerks whenever they required any. The idea occurred to Jones that by placing Nixon in charge of the sugar it would be of material assistance to the other clerks and would, at the same time, keep Nixon busy.

Now sugar was not an item to which Jones attached much importance. He reckoned that he was compelled to sell it at a loss in any case, that is to say, it could not be made to pay its proper share of overhead expenses, and he was by no means anxious to increase its sale. Indeed, were it not for the fact that such a development would mean that every one of his customers was getting his sugar elsewhere, it would not have troubled Jones if his sugar sales had dropped to the vanishing point. He explained this to Nixon, told him that sugar had to be sold at a loss anyhow, cautioned him against giving overweight, mentioned that although Nixon was to be held responsible for the correct management of sugar sales, he would not be expected to show a profit, and left him to do his best.

Making a Business of Sugar

But Nixon was a live wire, and at once set his wits to work to see how he could turn the inevitable loss of which Jones had spoken into a profit. He found that during the previous month, on 2,000 lbs. of sugar there was a profit of $30, whereas the amount required to cover overhead expenses as figured by Jones was $40. Nixon therefore came to the conclusion that if he could double or treble his sales without incurring any extra expense he would not only avoid a loss but would show an actual profit. He therefore set to work to increase his sales.

Every person who opened the store door was to Nixon a prospective buyer. He would work his way to the front of the store and would ask each customer either directly or through the clerk serving her, whether any sugar were required. Once he got into touch with the customer nothing less than an order for a 20 lb. bag would satisfy him, and in one or two cases he managed to sell a 100 lb. bag.

This energetic pushing of sugar soon began to tell, and in two months Nixon had doubled his sales, and in four months they had quadrupled. The sales for the fourth month amounted to just over $800 as compared with $200 the month previous to the new arrangement.

Nixon naturally felt somewhat elated at his success in (as he thought) turning a loss into a profit, and felt he was justified in asking Jones to recognize his efforts by an increase in his weekly salary. He figured it out that Jones was now making $90 a month extra profit, and that an additional $2 added to his own salary would still leave Jones with $80 a month clear over and above what he used to make on sugar before the new arrangement was instituted.

Jones was on the whole a fair-minded man, and treated his employees well, so Nixon approached him with every confidence of having his modest request granted; he even felt that Jones, when he came to see how the sugar business had increased, might perhaps make it more than two dollars.

Why He Lost Money on Sugar

Jones listened attentively to what Nixon had to say, and much to the latter's surprise replied,

"Well, Nixon, I am, of course, very glad to see how successful you have been in working up the trade in sugar, but I'm afraid I cannot see my way to give you more money, and I think you'll see why when you consider that I am still losing on every pound of sugar I sell. I know we are selling more of it now, but we are not making any greater profit than we were before. I see last month you got rid of 8 000 lbs., which cost us something like $680, and brought us in $800. That makes $120 gross profit, or 15 per cent. on our sales. But overhead expenses work out at about 20 per cent. on sales, so you will understand that I cannot afford to pay you more on that account when I am losing on every pound I sell. Of course, when you have been here a year I shall be pleased to give you the raise I always give when a clerk's work has been satisfactory. When you get into business for yourself, as you no doubt will if you go on as you are going, you will understand better what overhead charges mean."

Another Viewpoint

Nixon retired crestfallen but by no means convinced. He appeared somewhat absent-minded during the rest of the day, and I am afraid he let three or four sugar purchasers leave with only two or three pounds, when they might have been induced to take twenty. Night time found him still thinking seriously, and the next morning he again tackled Jones.

"Say, Mr. Jones," he began, "I have been thinking over what you said yesterday about overhead expenses, and there's something I would like you to explain to me if you don't mind. Of course, I know I have not had much experience, and I may be all wrong in my ideas, but last night I was looking through your back numbers of CANADIAN GROCER, and in one of them I found a list of items which they say ought to be included in the overhead expenses, or 'cost of doing business' as they call it. I went through each one carefully and I cannot see where it is costing you any more to sell the amount of sugar we do now than it did to sell the smaller amount we sold six months ago. The freight is included in the price so that is not extra, your pay roll is the same, so is rent, light and heat. It has taken up a little more of my time, but I have not neglected my other work, though I have had to hustle a bit more.

Putting Overhead Where it Doesn't Belong

"As I figure it out it seems to me that if you are making me responsible for sugar you ought not to increase the overhead charges against me unless there actually is an increase, and it seems to me that if overhead expenses six months ago were $40 on 2,000 lbs. they are now only the same on 8,000 lbs., that is to say, whereas they used to be 20 per cent. they are now only 5 per cent as far as sugar is concerned.

"The only extra expense you will have to incur, as far as I can see, is insurance, and that will not be much. As regards capital outlay, this new trade is practically all cash, and you get the money for the most part before you pay for the sugar. As regards cost of packing, I have sold nearly all in cartons or 20 lb. bags, and I think we have actually used less string and paper bags than we used to. There may be something I have not thought of, but that is how it seems to me."

Jones was silent for fully a minute, then he looked at Nixon and replied:

Now what did Jones reply? What would you have replied had you been in his place? Let us hear from you with your views. Was Nixon right?

MAPLE SUGAR AS A SUBSTITUTE

Maple sugar makers never had such a demand to fill as this year. The shortage of cane and beet sugar makes maple products of great use as substitutes. Every sugar maple tree available should be tapped this spring.

Oranges
for
Health"
Orange and Grape-Fruit
Sale
JUST ARRIVED—A large supply of California Oranges and Grape-Fruit. California Oranges help you stay in good health, if eaten every day. They are wonderfully good right now—uniformly heavy with golden juice.
There will be NO MARMALADE ORANGES come to Canada this season, but here is
A GRAPE-FRUIT MARMALADE RECIPE:
Cut up 6 pounds of Grape-fruit, thinly sliced. Add 18 pints of water and let stand over night. At the same time put the seeds in a separate dish and cover with water and let stand over night also. In the morning strain the seeds and mix the juice with the other fruit. Boil two hours and then add 1 pound sugar to 1 pound of fruit, and then boil hard for 1¼ hours or until it thickens. Place in jars while hot, having jars dry
We have Oranges at from 20c. to 75c. a dozen, and Grape-Fruit at 50c., 75c., $1.00 and $1.15 per dozen. Also a full line of other fruits, green stuff and vegetables.
V. VITALI
Telephone 6
CAMPBELLFORD
Front Street

An effective fruit advertisement used by a Campbellford, Ont., merchant.

SUGAR CARDS TO SOLVE PROBLEM

J. F. Holloway, Lindsay, Ont., Thinks Card System is Best for Conserving Sugar Supplies

That the present method of distribution as applied to sugar does not conduce to conservation, is the opinion of J. F. Holloway, grocer, of Lindsay, Ont. Mr. Holloway has taken up the matter with officials of the Food Control Department at Ottawa, and has even gone to the extent of reporting general conditions of sugar hoarding in the town. Mr. Holloway has refrained from mentioning specific cases of hoarding, and his information has therefore been categorized by Ottawa as useless.

"What is the use of mentioning specific cases of hoarding when there is no definite law for the prosecution of such individuals?" asks Mr. Holloway.

"The sale of bulk sugar in various quantities encourages extravagance. Sales of sugar should be made in quantities sufficiently small to enable the housewife to closely check the consumption."

Mr. Holloway is in favor of the card system for regulating the sale of sugar. "Americans can only get one pound a week, and why should Canadian grocers be allowed to continue the sale of sugar by the hundredweight?" he asks.

"A card secured by each individual family through the post office, with the names of all members of the family and the amount of sugar to be allowed weekly is, to my mind, the most practical solution of the sugar problem," says Mr. Holloway. "The card should allow a certain amount of sugar to be purchased from any grocer at certain periods. If the supply of any one family ran out, sugar would have to be borrowed from another and returned out of the next week's supply. That would be real conservation.

"There is no use telling the grocer he can only sell 50c worth of sugar at a time, or any other amount, for customers will simply go from one store to another and purchase as much as they want and still be within the law."

Mr. Holloway thinks that some action should be taken in the matter very soon. Individual attempts of grocers to conserve supplies by refusing to sell sugar in large quantities is getting some grocers "in wrong" with their customers, according to his personal observations. Mr. Holloway sees no necessity for any elaborate machinery in connection with this method of sugar distribution. In his opinion a card allowing a certain number of pounds for a family each week, the card to be punched or signed by a grocer as each sale is made, is the best solution of the difficulty.

TIN PLATE PRODUCTS MORE PLENTIFUL

Pig Tin and Palm Oil Show Increased Imports in U.S.

Acording to a report appearing in *The Canner*, Chicago, the imports of pig tin and palm oil, both of which are essentials in the manufacture of tin plate, each showed an increase for the 10 months ending October 31, 1917, as compared with the corresponding period of 1916, while exports of domestic tin plates and terne plates showed a decrease. The figures are as follows:

	1916 Pounds	1917 Pounds
Imports of palm oil	24,976,245	33,703,671
Imports of pig tin	121,048,537	126,125,792
Export fo tin plates and terne plates	433,090,173	421,137,657

During October the Argentine and Canada were the largest customers for tin plate, the former country leading in this respect for the first time.

Practically all of the October imports of palm oil came from England, although this commodity originates on the west coast of Africa.

EGG SUBSTITUTES GET SOME ATTENTION

Chief Analyst of Inland Revenue Department Publishes Some Serious Criticisms

In a recently issued report of the Inland Revenue Department Laboratory on Baking Powders there is a section on egg substitutes. In this section the chief analyst, A. McGill, speaks in fairly strong terms. "For the most part," he claims, "these egg powders are merely baking powders, to which has been added wheat flour, rich in gluten, casein, or other proteid matter and a yellow dye. This last is used to simulate egg yolk, and possibly to deceive the customer into the belief that egg is present in the article."

The chief analyst strongly protests against the use of dyes in such products. The strictures are fairly severe, and it is only fair to state that there are egg substitutes on the market that do not come under these condemnations, that make no pretence of being anything but what they are—an egg substitute, and so proclaim themselves on the package. These are certainly legitimate products and legitimately sold.

The retailer should see to it that in selling egg substitutes that the goods he is selling are bona-fide products that have no intention of deceiving the public as to their character.

ALAS, POOR ALGY.

"Have you heard of the terrible misfortune that has happened to Algy?"

"No. What's wrong?"

"Why, Algy, poor chap! has eloped with my wife."

What Lent Means to the Live Grocer

As Religious Observance, Lent Appeals to Many, But "Fish Days" Appeal to All—The Value of Old Fixtures—Suggestion as to Basis of Arrangement in Taking in a Partner

By Henry Johnson, Jr.

THE 13th of February was Ash Wednesday, the beginning of Lent. Since that date fish foods have been in demand, for religious reasons, by two large sects. But not for that reason alone is this the time of year to push fish foods; nor is it wise to have only those two sets of people in mind or shape your campaign only to appeal to them. In fact, to feature fish as a matter of religious observance is to utilize only a small part of the present opportunity. For in that case people who have no special convictions on the subject will not be reached by your appeal.

If the grocer appeals to all people to use fish and the ostensible self-denial of such diet on the ground of patriotism he will reach everybody, and he can make the appeal very strong indeed if he shows its economy, its wholesomeness, its high food value. He can clinch every argument by the statement that to eat fish is to save meat for our own soldiers and our associates in the war; and he need not hesitate to do this either, since the fact is indubitable that the patriot who eats fish in preference to flesh actually does help Canada, our boys "over there," his own pocketbook, and promotes his bodily health.

What Shall We Feature?

The mainstay of the grocer's fish business is salmon, canned and salt. Salmon is called by various names—some of them camouflage—but the family is divided into three principal branches: chinook, sockeye and pink. The chinook is altogether the finest, but not so recognized generally by consumers because not so red as sockeye. The sockeye is very red and "handsome," but really much coarser and dryer than the chinook. Then comes the pink, the quality of which may best be illustrated by this anecdote, told by a jobber of long experience and acute faculty of observation.

An important salmon broker was in his sample room and discussion turned on comparative quality. The jobber blindfolded the broker and fed him a spoonful first of pink salmon, and then, after he had entirely eaten it, he was fed with royal chinook. The broker admitted frankly that he did not know which was which. Never was there a more convincing demonstration that we "eat with our eyes"—that we "don't like" what we do not think is "pretty." What's the answer?

This: the thing to push, exploit, open up to demonstration, and get your people started on is pink salmon. Forget all about red salmon. Open a tin of tall pink, make everybody taste it, talk about its fine texture, its economy, its good flavor. Emphasize the fact that here is a chunk of solid food, cooked, which is without waste, which costs around 25c the pound, and which, at that cost, is much cheaper than beef. Think. A flat can of red salmon must bring about 35c, a tall can about 30c, while the tall pink, every particle as valuable as fod and of flavor equal to any can be sold at 23c to 25c.

Next comes salt salmon, in great, thick chunks. Scientists tell us that for actual food value, pound for pound, salt fish nearly if not quite equals meat; and this fish can be sold for 25c to 28c the pound for solid, boneless food.

Salt mackerel is high-priced now, because almost none has come in from Norway and the Irish has to bear excessive freight rates. There is a thoroughly good mackerel taken on the Pacific Coast, but no process has as yet been discovered whereby it can be salt-cured without turning dark; hence, people who seek something as white as fresh white fish shy off from it. Now, here is another opportunity to get consumers weaned away from a false notion.

Tuna and fish flakes are high; but when we consider the solidity of the food, the entire absence of waste, the fact that it is ready to serve—in this light both of them are good, economical food. Compare, for example, the cost of clear salt cod with fish flakes. After you have compared it for yourself take pains to compare it to your customer.

Some thoughtful, alert, painstaking work along these lines will enable any grocer to turn these forty fish days into a time of unusual profit, and money-profit will not be all he'll get either. The work will be interesting and instructive to him. It will make him a much broader, better grocer—more useful to himself and his customers.

Value of Old Fixtures

A grocer writes me:

"Dear Sir,—I am about to take in a partner, equal shares. Besides other fixtures, I have two Toledo meat scales, two grocery scales, Hobart meat grinder, American slicing machine, Alaska butter cooler, one horse, wagon, etc. All have been in use eight years, and were new at time of purchase. In my inventory to new partner what percentage of reduction from first cost would be right and fair to both parties? Could I have this information (which, of course, would be confidential) by return mail, as I am about to close the deal? I enclose stamp for reply."

I replied:

"The store fixtures you mention stand you to-day only 20 per cent. of their cost—that is to say, the proper discount thereon is 10 per cent. each year; and, as you have had them eight years, they have sustained an accounting depreciation of 80 per cent.

"The horse and wagon should have been depreciated 20 per cent. annually, since it is rare to have such equipment average more than five years' service. Hence all investment in that equipment was wiped out at the end of five years. From an accounting standpoint, therefore, whatever you get to-day, plus the use thereof during the past three years, is just so much found.

"But there is the other side to consider, now that you are taking in a partner. As a practical matter the scales and butter cooler may be as good as new. It is hard to wear out a cooler. I had one which had been in our store for over thirty years, and when it was scrapped to make room for larger equipment it was as efficient a cooler as the day it was purchased. With proper care the scales will last a lifetime. The grinder depreciates much more through wear, and the slicer may be in for a complete overhauling to-day. If the slicer has been used steadily, even if cared for with unusual intelligence, all the bearings need tightening, probably, at least. Obviously, theory altogether aside, the horse and wagon still are in service; hence are assets, serviceable appliances.

"Taking one consideration with another, therefore, I should say that if you figure all these fixtures together at half what you paid for them you will be giving your new partner an absolutely equitable deal. This will be a deal which need never come up between you as a bone of contention in the future; and that is an important consideration when you are about to link up with a man on a basis about as intimate as that of husband and wife. For surely if two men are to delegate to each other complete power over each other's resources and business possessions—as partners always must do—nothing must be done by either which may tend to lessen their entire mutual confidence when the act or thing comes to light. In other words, one way to measurably insure that vital confidence is to begin by showing the new man precisely the basis on which you are figuring your resources. As Elbert Hubbard used to say: 'To have good neighbors be a good neighbor.'

"This basis not only is fair to the new partner, but it enables the seller to re-

(Continued on page 33.)

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EDITORIAL BRIEFS

APRIL 1 is going to be a poor day for the drouthy chaps.

* * *

FIFTY-SEVEN restaurants have been closed in New York because of their generous persistenee in serving beef and pork on prohibited days. Now here we eat veal instead, and everyone apparently is satisfied.

* * *

WHAT this country needs, and needs far more urgently than a Food Commission, or any of those other commissions that flourish so luxuriously at Ottawa, is a commission of skilled men to devise better systems of distribution. There is no good and sufficient reason why the Niagara fruit crop should reach only one or two of the larger cities. There is no reason why there should be an overplus in one section while there is a scarcity in another. There is a very great and urgent need for an improved distribution system. Why not use some of the wasted energy at Ottawa in considering this important matter?

REGULATIONS WITHOUT A PUNCH

THE regulation of the retail grocery trade that has been awaited with such interest and expectancy for some time past, has at last become a fact. A rather feeble and spineless little fact it must be admitted, that seems to get nowhere in particular.

The gentlemen who framed all these recent regulations seem to have been seized with the obsession that every merchant is in the habit of going around destroying things. It's a well-known scientific fact that when a man loses his sight he gains as compensation a greater acuteness of other faculties. Despite that fact one does not hear of people plucking out their eyes to gain this keener sense. The destruction of food to enhance prices is just as prevalent a practice, and no more so.

So much energy has been expended in chasing this imaginary possum up a tree that there has been little time for anything else.

In the produce regulations there is one clause regarding the buying and selling of bad eggs that should work for the good of the trade and the public. One looks vainly for such a pleasant oasis in the retail grocery regulations. It simply is not there. The grocer is forbidden to do a considerable number of things that he had never the feeblest intention of doing, and he can pay his license fee—a fairly substantial fee for the retailer, an exorbitant charge for the grocery and produce wholesaler.

In scanning these regulations closely, without any desire to be unduly critical, one is faced with the question, What is this money for? The answer to this question certainly does not appear on the surface.

SCARCITY AS A RESULT OF FIXING LOW PRICES

THE fixing of prices too low, it is now admitted by the *Daily Mail*, London, has resulted in scarcity in England. It further admits that officialdom has blundered because it would not take the advice of the merchants or utilize their organizations or the existing distributing agents. It says:

"Mr. Havelock Wilson, the merchant sailors' spokesman, who has never been afraid to say what he thinks, made a day or two ago a statement of great interest. He said that after going up and down the country for the past four months he had been unable to find the "starving poor" who are the staple just now of a good deal of loose talk.

Mr. Wilson, we believe, was right. So far it is not the poor who have been hardest hit by the war, but the middle classes, the people with fixed salaries and incomes that are no larger than before the war. They have suffered, and are still suffering, proportionately, more than any class in the community, and they are suffering in silence.

Of course the Food Controller cannot legislate for them alone. His function is to make food as plentiful and as evenly distributed among all the people of the British Isles as circumstances permit. Roughly speaking, that can only be done by encouraging production. But the Ministry of Food has never, apparently, made up its mind whether abundant supplies or artificially lowered prices were the goal to aim at.

Fixing prices too low results in decreased production. In instance after instance—beef, rabbits, beans, butter, are cases in point—the Ministry seems to have fixed maximum prices at figures that have scared away producers and importers and diminished supplies. That looks like tackling the problem at the wrong end. Given a stimulus to production and prices can largely be left to take care of themselves. But nothing can undo the mischief of a policy that under the pretext of cheapening food really operates to drive it out of the market.

Where officialdom has blundered in this matter it has usually been because it would not take the advice of the merchants or utilize their organizations and the existing distributing agencies. This was very clearly shown in the recent report of the Commercial Committee of the House of Commons. The manufacturer has been comparatively well treated by the government, though there is nothing he looks forward to more eagerly than the day when he will be free from the fetters of bureaucracy. But the merchant has been cold-shouldered and frequently boycotted; his desire to be of public service has met with a grudging response; and many of the mistakes in the handling of the food problem have been due to a failure to make the most of the expert knowledge that was ready to hand."

Current Events in Photograph—No. 11

A MAMMOTH FIGHTING AEROPLANE

ITALY has been well in the van of the discoveries in aeroplane construction. Here is one of the newest developments of this marvelously developing science. This great battle plane will help the Allies hold the line in North Italy. It is known as the Caproni Triplane. These three planes differentiate it from the well-known biplane type that has grown so familiar. Its great wing spread gives it an enormous lifting power. The size of this giant fighting machine may be judged from a comparison with the scouting machine on the right.

Store Windows May be Lighted Saturdays

Some Improvement of Conditions For Users of Hydro Power —Power Controller Makes Change in Answer to Merchants' Appeal

THE regulation requiring the users of Hydro power to discontinue the use of window lights in their stores, and to maintain only such entrance lights as were necessary for safety, proved such a burden, and had such a disastrous effect on business in many districts that, as was reported in CANADIAN GROCER recently, energetic representations were made to the Power Controller by the Retail Merchants' Association, pointing out the hardship and actual loss that was entailed by the regulations, and asking for some alleviation of these conditions.

As a result of these activities some slight measure of relief has been obtained. The usual store window lights may be maintained in stores on Saturday nights until the time of closing.

This change, while it is not by any means as far-reaching as might be hoped, will be of some assistance. The change asked for was that stores might be permitted to have some light in their windows and curtail an equal amount from the store lighting proper. This request was not granted, however, in full, and the permission to light the store windows on Saturday evenings is the best change in conditions that it has been possible to obtain to the present.

MAPLE SYRUP PRODUCTION NOT ONE-QUARTER OF THE POSSIBLE

Not twenty-five per cent. of the available maple trees in Canada are being tapped. Statistics show that out of 55,000 farmers in Eastern Canada who produce maple sugar and syrup at all, only very few tap more than a quarter of the trees they have available on their farms. This 25 per cent. production is worth $1,500,000 annually. This amount might easily be doubled. One man can take care of boiling the sap from 5,000 trees as easily as from 500.

F. G. O'Grady, manager of the Atlantic Sugar Refineries, was a recent visitor to United States points, including Washington.

Jos. Laporte, of Laporte, Martin & Co., wholesale grocers, Montreal, has been indisposed for the past few days, but is expected to be at his desk shortly.

Further Answers to the Problem

Clerks in Different Sections Display Their Interest — Many Varied Ways of Doing the Problem

IT takes some time for letters to come from the farther sections of the country, but that does not mean that these little problems have only had a local interest. Here is the problem again, and here are answers received from the edge of the Atlantic.

The Ladies Take a Hand.

Eight gallons of molasses to be equally divided into 2 jars, 5 and 8, using 3-gallon jar for measure.

Answer:

First you pour 3 gal. into the 3-gal. jar, and empty into 5-gal. jar. Then you refill the 3-gal. jar and empty into 5-gal. jar, filling 5-gal. jar and leaving 1 gal. in 3-gal. jar. Then you empty 5-gal. jar into 8-gal. jar, making 7 gals. in 8-gal. jar, and then you pour 1 gal. into 5-gal. jar and refill the 3-gal. jar again and empty in the 5-gal. jar, making 4 gal. in 5-gal. jar and 4 gal. in the 8-gal. jar, thus equally dividing the 8 gals. into the 2 jars.

NESSIE GRAHAM.

c/o W. J. Hinchey, New Waterford, Cape Breton.

Another Cape Breton Answer.

Pour 3 gal. out of 8-gal. can into 3-gal. can; pour that into 5-gal. can; again fill your 3-gal. can out of 8-gal. can, and pour into 5-gal. can, thus filling 5-gal. can and leaving 1 gal. in 3-gal. can. You now have 5 gal. in 5-gal. can, 1 gal. in 3-gal. can, and 2 gal. in 8-gal. can. Now pour 5 gal. out of the 5-gal. can into the 8-gal. can, making a total of 7 gal. in 8-gal. can, and leaving 5 gal. can empty. Now pour your 1 gal. out of 3-gal. can into 5-gal. can, then fill your 3-gal. can out of 8-gal. can, and pour into 5-gal. can, thus leaving the 3-gal. can empty, and having 4 gal. in 5-gal. can and 4 gal. in 8-gal. can.

MARY A. CONNOR.

c/o W. J. Hinchey, New Waterford, Cape Breton.

And One From Nova Scotia.

There are 8 gals. of oil in the 8-gal. measure, nothing in the 5 and nothing in the 3. First fill the 5-gal. measure making 3 gals. in the 8-gal. measure, 5 in the 5, and nothing in the 3. Then fill the 3-gal. measure out of the 5, making 3 gals. in the 8-gal. measure, 2 in the 5, and 3 in the 3. Then empty the 3-gal. measure into the 8, making 6 gals. in the 8-gal. measure, 2 gals. in the 5, and nothing in the 3. Then empty the 5-gal. measure into the 3, making 6 gals. in the 8-gal. measure, nothing in the 5, and 2 in the 3. Then fill the 5-gal. measure out of the 8, making 1 gal. in the 8, 5 in the 5, and 2 in the 3. Then empty another gallon from the 5 into the 3, making 1 gal. in the 8, 4 gals. in the 5, and 3 gals. in the 3-gal. measure. By emptying the 3-gal. measure into the 8 you have 4 gals. in the 8-gal. measure, and 4 in the 5, and nothing in the 3.

DOROTHIRA FORSYTH.

A. Forsyth, Grocery Store, Dartmouth, N.S.

Still Another Solution.

Put contents of 3-gal. jar into the 5-gal. jar; leaves 5 in 8 and 3 in 5. Fill 3-gal. jar out of 8; leaves 2 in 8, 3 in 5 and 3 in 3. Fill 5-gal. jar out of 3-gal. jar; leaves 2 in 8, 5 in 5, and 1 in 3. Empty 5-gal. jar into 8; leaves 7 in 8 and 1 in 3. Put 1 in 3 into 5-gal. jar; leaves 7 in 8 and 1 in 5. Fill 3-gal. jar out of 8; leaves 4 in 8 and 3 in 3 and 1 in 5. Empty 3-gal. jar into 5; leaves 4 in 8 and 4 in 5-gal. jar.

N. PINK.

Mattawa.

An Answer With a Kindly Word.

Take 5 gal. out of 8-gal. measure with it; fill up 3-gal. measure which you put back in 8-gal. measure, having then 6 gals. in it. Take the 2-gal. left in 5-gal. measure and put in 3-gal. measure, then fill up 5 gals. from 8, leaving a balance of 1 gal. in last named. From 5 finish to fill the 3 gal. measure, and put back contents in the 8 gals., leaving 4 gals. in the 8 measure and 4 in the 5 measure.

Really I must congratulate you on the interest you put for everybody in your magazine, the best proof of it being my sending you this and not being concerned much with the grocery business.

Thanking you for your attention,

I remain,

Very truly yours,

PHIL. MERCIER.

Megantic, Que.

Eight-gal. can full; 3 gal. in 8-gal. can; 5 gal. full; 3 gal. empty, 3 gal. in 8-gal. can, 2 gal. in 5-gal. can, 3 gal. can full; 6-gal. in 8-gal. can, 2 gal. in 5-gal. can, 3 gal. can empty; 6-gal. in 8-gal. can, 5 gal. empty, 2 gal. in 3-gal. can; 1 gal. in 8-gal. can, 5 gal. can full, 2-gal. in 3-gal. can; 1 gal. in 8-gal. can, 4 gal. in 5-gal. can, 3 gal. can full; 4 gal. in 8-gal. can, 4 gal. in 5-gal. can.

W. H. SWAIN.

Hamilton.

How Thornbury Does It

Fill the 8-gal. measure with the 3-gal. measure, which will leave 1 gal. in the 3-gal. measure; then fill the 5-gal. measure out of the 8-gal. measure, which will leave 3 gals. in the 8-gal. measure; then pour the 1 gal. still remaining in the 3-gal. measure into the 8-gal. measure, when you will have the 4 gals. in the 8-gal. measure.

FRED V. PARKINSON.

Thornbury, Ont.

It looks as if the first sentence should read fill the *five*-gal. measure. But if so, how could it be filled a second time?—Ed.

Prince Edward Island Has This Solution.

First fill the 3-gal. dish and empty it into the 5-gal. one, then fill the 3-gal. one again and with it finish filling the balance of the 5-gal. one, thus leaving 1 gal. in the 3-gal. dish. Now empty the 5-gal. dish back into the 8-gal. one. Then pour the one gal. from the 3-gal. dish into the 5-gal. one, fill up the 3-gal. one again and also pour it into the 5-gal. one and you will have 4 gals. in each dish.

ALPHONSE TIGNISH.

P. E. I.

Another Answer from N. B.

Fill 3-gal. can from 8, leaving 5. Empty 3-gal. can into 5, leaving 5-gal. in 8-gal. and 3-gal. in 5. Fill 3-gal. tin again from the 8. Fill up 5-gal. tin, leaving 2 in the 8-gal, and 1 in the 3. Pour the 5-gal. into the 8-gal. tin, leaving 7 gals. in 8-gal. tin, 0 in 5-gal., 1 in 3-gal. Put 1 gal. into 5-gal., and fill 3-gal. from 8. Then pour 3-gal. into the 5-gal. The oil will be evenly divided in two 4-gal. quantities.

W. W. E. SMITH.

Harvey, N.B.

Letters to the Editor

Editor Canadian Grocer.—We wish to discuss the retail grocery situation here as regards the merchants and farmers clubs. We understand a Toronto wholesale grocery house is supplying farmers' clubs in Western Ontario with sugar, tea, rolled oats, and other groceries, and by so doing making it very bad for retail grocers. Is there no organization among Toronto wholesalers that would deal with such irregular methods? I understand that London, Ontario, has an organization of this kind, and presume Toronto must have also. Would be much obliged if you would bring this matter to the attention of the Retail Merchants' Association to see if anything can be done. Thanking you for any assistance or advice which you may have to offer.

Ontario Merchant

Answer.—There is no organization that can deal with these matters. Often, however, these deals are consummated through brokers, and the wholesaler or manufacturer does not know the kind of business being done. Where definite details can be supplied it is possible to bring the matter to the attention of the shipper and exert some moral suasion that way.—Editor.

WHAT'S THE MORAL HERE?

"We want the doctor, quick!"

"Who's sick at your house?"

"Everybody except me. I'd been naughty, so they wouldn't give me any of the nice mushrooms papa picked in the woods."

POINTS FOR THE WIDE AWAKE STOREKEEPER

The following terse and pithy rules were provided to Canadian Grocer by James W. Whitehead of Walkerton, Ont. They are worthy of careful consideration.

1. Test your scales daily, as often they may get slightly out of order, and you may be losing money or the customer may.

2. Keep your windows clean and change the dressing often; it is the cheapest ad. you have.

3. Keep your place scrupulously clean and above all do not allow flies around.

4. Make it a point to always have first-class butter and eggs on hand; you have no better trade-getter; customers come for good butter and invariably buy something else if not first time it will bring them back.

5. Always be sure that a child is treated fairly and if possible give her the best of everything, especially butter.

6. Use all as if they were steady customers and they may become so, and if they happen, for any reason, to deal somewhere else, treat them with same consideration.

7. Deliver goods promptly. Often the housewife is depending upon you for the family meal.

8. Buy the best always, it is cheapest in the end, although it may be policy sometimes to have a sample of the cheaper article for comparison.

9. Run cash business only or if customer is absolutely reliable, collect it the first of each month, but see that it is collected then.

10. Have set hours for delivery, say have rig leave store at 9.30 and 11.30 a.m. and 3.30 and 5.30 and let your customers understand it and they will soon see that their orders are in on time.

11. Make out counter check for every sale and under no consideration accept the excuse that clerk has lost check as it may be for 5 cents or $15.00.

12. Keep track of each clerk's sales for the month and show them to clerk and if it takes more than 4 or 4½ per cent. to pay his salary, reduce salary, if it takes less than 2½ per cent. increase salary.

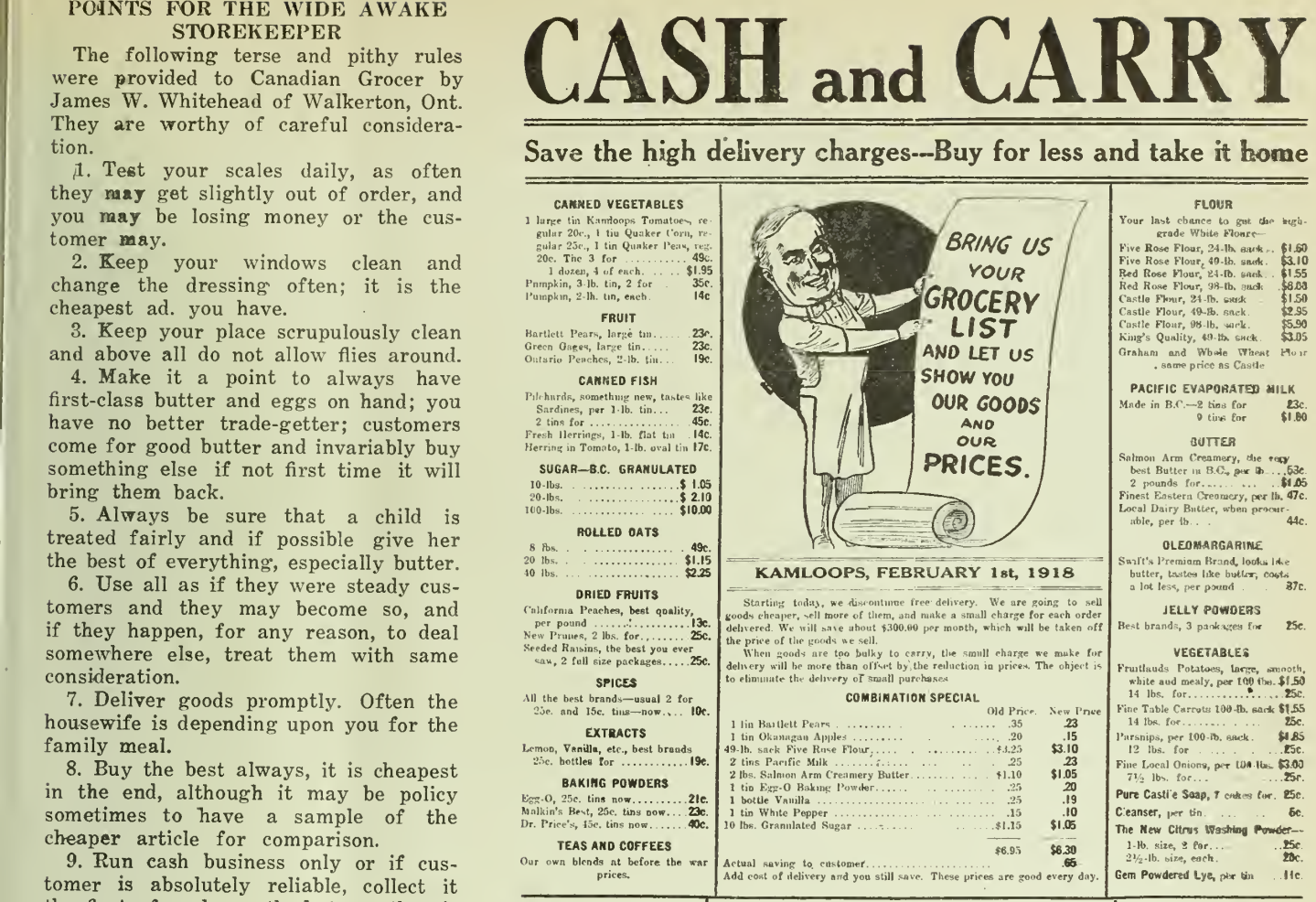
13. Always be quick to acknowledge any error you make, it matters not in whose favor.

14. Always be willing to refund money for goods returned if in good order; a satisfied customer is worth more than the profit on any transaction.

15. Pay all your accounts by cheque on the 15th or first of each month, and take discount and never let it run over that date.

16. Confine your purchases, as far as possible, to not more than a couple of good wholesale houses, but always be ready to accept baits that any travelers have to offer.

17. Last, but by no means least, use printers' ink freely; put a certain amount aside every year for this purpose.


CASH and CARRY
Save the high delivery charges---Buy for less and take it home
CANNED VEGETABLES
1 large tin Kamloops Tomatoes, regular 20c., 1 tin Quaker Corn, regular 25c., 1 tin Quaker Peas, reg. 20c. The 3 for ..... 49c.
1 dozen, 4 of each. $1.95
Pumpkin, 3-lb. tin, 2 for ..... 35c.
Pumpkin, 2-lb. tin, each. 14c
FRUIT
Bartlett Pears, large tin..... 23c.
Green Gages, large tin..... 23c.
Ontario Peaches, 2-lb. tin... 19c.
CANNED FISH
Pilchards, something new, tastes like Sardines, per 1-lb. tin... 23c.
2 tins for ..... 45c.
Fresh Herrings, 1-lb. flat tin ..... 14c.
Herring in Tomato, 1-lb. oval tin 17c.
SUGAR—B.C. GRANULATED
10-lbs. ..... $ 1.05
20-lbs. ..... $ 2.10
100-lbs. $10.00
ROLLED OATS
8 lbs. ..... 49c.
20 lbs. $1.15
40 lbs. $2.25
DRIED FRUITS
California Peaches, best quality, per pound ..... 13c.
New Prunes, 2 lbs. for..... 25c.
Seeded Raisins, the best you ever saw, 2 full size packages..... 25c.
SPICES
All the best brands—usual 2 for 25c. and 15c. tins—now... 10c.
EXTRACTS
Lemon, Vanilla, etc., best brands 25c. bottles for ..... 19c.
BAKING POWDERS
Egg-O, 25c. tins now..... 21c.
Malkin's Best, 25c. tins now... 23c.
Dr. Price's, 45c. tins now..... 40c.
TEAS AND COFFEES
Our own blends at before the war prices.
BRING US YOUR GROCERY LIST AND LET US SHOW YOU OUR GOODS AND OUR PRICES.
KAMLOOPS, FEBRUARY 1st, 1918
Starting today, we discontinue free delivery. We are going to sell goods cheaper, sell more of them, and make a small charge for each order delivered. We will save about $300.00 per month, which will be taken off the price of the goods we sell.
When goods are too bulky to carry, the small charge we make for delivery will be more than offset by the reduction in prices. The object is to eliminate the delivery of small purchases
COMBINATION SPECIAL
Old Price. New Price
1 tin Bartlett Pears ..... .35 .23
1 tin Okanagan Apples ..... .20 .15
49-lb. sack Five Rose Flour,..... $4.25 $3.10
2 tins Pacific Milk ..... .25 .23
2 lbs. Salmon Arm Creamery Butter..... $1.10 $1.05
1 tin Egg-O Baking Powder..... .25 .20
1 bottle Vanilla ..... .25 .19
1 tin White Pepper ..... .15 .10
10 lbs. Granulated Sugar $1.15 $1.05
$6.95 $6.30
Actual saving to customer..... .65
Add cost of delivery and you still save. These prices are good every day.
FLOUR
Your last chance to get the high-grade White Flours—
Five Rose Flour, 24-lb. sack.. $1.60
Five Rose Flour, 49-lb. sack. $3.10
Red Rose Flour, 24-lb. sack.. $1.55
Red Rose Flour, 98-lb. sack $3.03
Castle Flour, 24-lb. sack ... $1.50
Castle Flour, 49-lb. sack. $2.95
Castle Flour, 98-lb. sack. $5.90
King's Quality, 49-lb. sack. $3.05
Graham and Whole Wheat Flour, same price as Castle
PACIFIC EVAPORATED MILK
Made in B.C.—2 tins for 23c.
9 tins for $1.00
BUTTER
Salmon Arm Creamery, the very best Butter in B.C., per lb. ...53c.
2 pounds for..... ...$1.05
Finest Eastern Creamery, per lb. 47c.
Local Dairy Butter, when procurable, per lb. .. 44c.
OLEOMARGARINE
Swift's Premium Brand, looks like butter, tastes like butter, costs a lot less, per pound ... 37c.
JELLY POWDERS
Best brands, 3 packages for 25c.
VEGETABLES
Fruitlands Potatoes, large, smooth, white and mealy, per 100 lbs. $1.50
14 lbs. for..... 25c.
Fine Table Carrots 100-lb. sack $1.55
14 lbs. for..... 25c.
Parsnips, per 100-lb. sack. $1.85
12 lbs. for ..... 25c.
Fine Local Onions, per 100 lbs. $3.00
7½ lbs. for... ....25c.
Pure Castile Soap, 7 cakes for. 25c.
Cleanser, per tin. ... 5c.
The New Citrus Washing Powder—
1-lb. size, 2 for.... ..25c.
2½-lb. size, each. 20c.
Gem Powdered Lye, per tin ..11c.
For Sale
One McLaughlin Delivery Truck; also Ford Delivery Truck, almost new
101 Other Lines at "Carry Your Own" Prices
Wilson Grocery Co.
The Brightest Spot in Town
Just West of Galloways Drug Store
22
NOTE.—Orders received by phone will be delivered, and delivery charged for at the rates opposite. The more you buy the more you save.
Delivery Charges
Each Delivery
Up to 5 blocks from store... 5c.
West of Public School and south of St. Paul and 3rd. 10c.
East of Creek to 9th Avenue, south to Columbia Street... 7c.
South of Columbia Street.... 10c.
Power House District. ... 10c.
C.N.R. Depot ... 15c.
North Kamloops, Monday and Friday ..... 15c.
Power's Addition, Tuesday and Saturday 20c

How the Wilson Grocery Company of Kamloops, B.C., features the cash and carry system These circulars are issued weekly and afford an effective means of calling attention to the store's goods.

18. Keep stock insured to the full insurable value.

WHAT LENT MEANS TO LIVE GROCER

(Continued from page 29.)

alize a handsome value for his fixtures.

Proper Basis for Depreciating Equipment

"This occurrence will serve to indicate how very important it is that a man figure ample depreciation on his equipment every year.

"On the one hand, we know that the minute a slicer, wagon ice box, etc., is bought it is worth only what it can be sold for if you wish to sell it; and that usually is about half-price. On the other hand, we know that it may outlast the user. So we hit a fair balance by charging off 10 per cent. annually on inside fixtures and 20 per cent. on the much more perishable delivery outfit.

"Suppose the fixtures cost $1,000 and the delivery outfit $500. We shall charge off 10 per cent. of the $1,000, or $100, and 20 per cent. of the $500, or another $100—$200 altogether—before we carry any net profit into our surplus or capital account for the year. Of course, we have a F. & F. account into which we have charged all the equipment; also, of course, we credit that account with the $200 each year. Now, as we go on, it is obvious that in 7½ years nothing will remain of the original investment; but the right way is to continue charging off that $200 just the same. Then our F. & F. account will be an asset against which we can charge other new fixtures, wagons, horses, etc. Then, too, we are in shape to stand any needful shrinkage in event of the sale of any of those things. That is the way to play safe."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The addresses at the opening of the New Brunswick Legislature this week indicated that increased food production will be one of the leading matters to be dealt with at this session.

The St. John Board of Trade gives assurance that the plans of the Booth Fisheries, Limited, for the establishment of a sardine packing plant in St. John are progressing favorably.

Discussion of methods of reducing delivery cost among the grocers of St. John has elicited the opinion that the cash and carry system would be difficult to introduce here, but that a centralized delivery system would be of great advantage and details of such a plan are being considered.

George W. C. Oland, of Halifax, has purchased the building, plant and business of Simeon Jones, Limited, St. John, brewers and manufacturers of soft drinks, and will continue operation. During recent years the temperance drinks department has become of increasing importance owing to the introduction of prohibition.

As a result of the order forbidding bakers to wrap bread, the retail grocers of St. John have advanced the price from twelve to thirteen cents per loaf to cover the extra cost of wrapping. The bakers have discontinued the former policy of taking back unsold loaves, and grocers are buying more cautiously.

A bulletin issued by the Provincial Department of Agriculture announces that the cost of producing a barrel of potatoes in New Brunswick last year averaged $2.25, with 36 1-3 cents profit for the producer, as compared with conditions in 1915, when the average cost of production was 85 cents and the producers' profit was 80 cents.

John S. Wells, ex-M.P.P., of Whitehaven, N.S., while in St. John this week, strongly advocated that lobster fishing should be prohibited this year as a protection for the fisheries which are being depleted. He pointed out that this could be done with little opposition as consumers are getting accustomed to being deprived of luxury foods, and the packers would not object seriously as existing embargoes have limited their business and made it difficult to market a reasonable catch.

The adjourned annual meeting of the Acadia Sugar Refining Company of Halifax has been called for March 22. The financial statement received by shareholders shows a net trading loss of $67,042.02. The chief reason for this is said to be the continued low prices for refined sugar as compared with the cost of raw sugar, the increased cost of labor and other materials also contributing. The directors hold out hopes that they will be able to continue manufacturing and show a profit in 1918.

Quebec

T. Desmarais, grocer, Lachine, Que., has sold out.

E. J. Clermont, grocer, Montreal, has sold his stock.

J. A. H. Chevrier, general store, Rigaud, Que., has sold his stock.

Ferland & D'Aragon, grocers, Montreal, will dissolve partnership.

A. Theoret, general store, St. Timothee, Que., has sold stock to W. Viesler.

Lesieur & Freres, general store, Deschaillons, Que., have dissolved partnership.

D. & D. National Medicine Co., patent medicines, St. Basile, Que., has dissolved partnership.

McFadden & Bishop, general store, Bishop's Crossing, Que., has sold to C. & F. L. Gilbert.

F. K. Morrow, representing the Morrow Cereal Co. of Toronto, was a Montreal visitor this week in the interests of his firm.

A. Delisle, lately with the firm of Gravel Freres, grocers, Montreal, has opened a grocery on his own account at 8 Bresoles Street.

John T. McBride, importer of fruits and nuts, Montreal, left for Virginia and southern points, where he will spend several weeks.

J. A. Paulhus, proprietor of the D. Hatton Co., fish jobbers, Montreal, has been elected a member of the Chambre de Commerce, one of the active business organizations of the city.

W. Munn, a fish merchant of St. John's, Nfld., and an active member of the board of trade there, spent some time in Montreal this week and will return via some of the U. S. points.

Arthur Boutiller, president of the National Fish Co. of Halifax, visited the Montreal trade with the company's representative, W. R. Spooner. An informal luncheon was tendered Mr. Boutiller by the chairman of the publicity committee of the Canadian Fisheries' Association.

J. R. Winstead, manager of W. L. Chase and Co., fish producers of Norfolk, Va., was in Montreal recently. He reports that one of the most severe winters on record confronted the fishing interests this year, and that the oyster trade was consequently seriously affected.

Ontario

A. Leparick, grocer, Toronto, suffered loss by fire.

John Dobvior, grocer, Hamilton, Ont., has sold out.

J. Stickles, grocer, Toronto, has sold to A. M. Burlton.

S. Doubrough, grocer, Hamilton, Ont., has sold to W. F. Will.

B. Woodcock, grocer, Mt. Dennis, Ont., has sold to Mrs. H. Clegg.

Mrs. N. Clegg, grocer, Toronto, Ont., has sold to M. Genesove.

F. Abbott, general store, Meaford, Ont., is retiring from business.

A. W. Carrick, grocer, etc., Toronto, Ont., is retiring from business.

Hurley Bros., general store, Pt. Edward, Ont., has suffered loss by fire.

Morand Bros., grocers, Windsor, Ont., have dissolved partnership, P. Morand continuing the business.

F. J. Waddell's grocery, St. Thomas, Ont., was entered by burglars. A small amount of money was taken.

Armstrong, Montgomery Co., Ltd., general store, Richard's Landing, Ont., has dissolved partnership. W. J. Armstrong continues.

After an illness of three days, Alex. Tytler, London, Ont., oldest business man, died to-day in his 85th year. Mr. Tytler was well known in that city, where he had resided for the major part of his life. He was formerly a broker and was connected with the wholesale grocery business.

Western Provinces

F. Ebert, grocer, Wilcox, Sask., has discontinued.

Nairn Co., general store, Stoney Beach, Sask., has sold out.

Farmers' Trading Co., general store, Limerick, Sask., has sold out.

J. H. Rylance, general store, Keystown, Sask., has sold to Lane & Co.

J. H. Eby, general store, Radville, Sask., has been succeeded by Eby & Co.

Wasserman & Co., general store, Glen Ewen, Sask., has removed to Saskatoon.

S. Gold, general store, Herbert, Sask., has been succeeded by Gold & Oretzky.

Moffett & Robertson, general store, Ogema, Sask., have dissolved partnership.

M. Thompson, general store, Holdfast, Sask., has been succeeded by Glassman Bros.

J. Rotstein, general store, Wroxton, Sask., has been succeeded by Fingold & Marantz.

D. M. McBeath, general store, Fillmore, Sask., has been succeeded by W. H. Luke & Co.

J. P. Teeple, general store, Angusville, Man., has been succeeded by Rosenstock & Waldman.

J. R. Sanderson, manager of the Regina office of Watson & Truesdale, manufacturers' agents, Winnipeg, was at headquarters on business last week.

R. M. King, in the employ of the Regina Trading Co. for the past five years, has been appointed buyer and manager of the dry goods department. Mr. Childs is the new buyer of the boys' department. A. S. Little, general manager, leaves in a few days for the East.

H. G. Smith, head of the H. G. Smith Company, wholesale grocers, Regina, has returned to the city after two months' absence in California. Mr. Smith reports a good crop of Valencia oranges. Mr. Smith denied the rumor that his firm had been bought by the MacDonald-Harris Company.

Tenders for the supplies for the municipal hospital at Prince Albert have been let to the following firms:—Groceries, Union Trading Company; fuel, Prince Albert Fuel Co.; milk, Prince Albert Creamery Co., Ltd.; bread, Roy Taylor and Kidd's Bakery. The Union Trading Co. have had the contract for groceries for the past two years.

ST. John R. M. A. ADVOCATES DAYLIGHT SAVING

The annual meeting of the St. John branch of the Retail Merchants' Association was held on March 7, when officers for the coming year were elected as follows:

Honorary president, A. O. Skinner; president, F. W. Daniel; first vice-president, A. E. Everett; second vice-president, S. C. Young; third vice-president, J. H. Vaughan; treasurer, M. E. Grass; secretary, Thomas F. Drummie; additional members of the executive, G. M. Ross, H. Mont Jones, D. J. Barrett, S. E. Fisher, H. C. Brown, William Hawker, George L. Warwick, J. H. Marr, C. H. Smythe, S. E. White, J. A. McKay, F. A. Dykeman, T. A. Armour, A. A. McIntyre, W. F. B. Paterson, H. W. Rising and I. Chester Brown.

Miss F. P. Alward, acting provincial secretary, presented a report on the activities of the St. John branch, showing considerable interest and successful results. The report pointed out that the grocers' was the most active of the subsections of the branch, and that they had held ten meetings during the year.

T. F. Drummie reported on the successful results of the last Dollar Day.

The food controller's order prohibiting the wrapping of bread by bakers was discussed and a resolution adopted as follows:

"Resolved, that this association strongly recommends to the food controller the necessity of bread wrapped at the bakery in order to remove the unsanitary conditions which invariably exist in the transit between the bakery, the retailer and the consumer."

Other resolutions adopted included a pledge to oppose an attempt to raise the rates for electric light and power, gas and street car fares, and one strongly advocating the adoption of Dominion-wide daylight saving.

The meeting showed the association to be vigorous and flourishing, with even better prospects for the coming year than at the beginning of last year.

Sergt. Lorne A. Anderson, 13 Norton avenue, Toronto, who enlisted with the 35th Battalion and proceeded overseas nearly two and a half years ago, has been recommended for a commission. He relinquished his stripes to get quickly to the front, but soon gained them back in the field. He also won the Military Medal for gallantry in action.

He was at Vimy, Hill 70 and Paschendaele, and came through without a scratch. Before enlisting he was employed in the office of Michie & Co., King street, Toronto.

ROBERT GILLESPIE WILL HAVE QUARTERS AT VANCOUVER.

Head of Western House Sells Interest in Winnipeg Business

Robert Gillespie of the Robert Gillespie Co. has sold his interest in Manitoba and Saskatchewan. He is retaining, however, Alberta and British Columbia, representing the same firms in those two provinces. Mr. Gillespie has an office at 323 Homer St., between Cordova and Hastings Sts., in the wholesale district of Vancouver. He has secured some new lines and his staff will cover Alberta and British Columbia thoroughly.

ESTABLISH THREE PLANTS IN B.C.

Union Fisheries and Cold Storage Company, Ltd., a newly organized concern, will establish three plants in British Columbia, with Seattle as a distributing point. Fresh, salted and smoked fish will be handled by the company, which has been formed with a view to placing deep-sea products on the Canadian market and in the interior of the United States. George Brown of Vancouver, B.C., is president of the new company.

ENUMERATE TRAVELLERS?

Hints of a Government Move in the Middle West to Number the Representatives of Wholesalers on the Road

From a commercial traveller covering a Western field a letter was received the other day stating that wholesalers in the middle West were being approached by Government officials with enquiries as to the number of men on the road for them, and whether they could get along with fewer men. CANADIAN GROCER enquired of a number of wholesalers and manufacturers in Toronto with a view to discovering whether this move is being taken by the Dominion Government throughout Canada, but so far absolutely no official notification of the kind had been received by the firms approached, and nothing had been heard of any such move in Toronto. That the move mentioned was afoot in the West had been heard, but it was believed that this Western enquiry is undertaken by provincial, not Dominion, authorities.

GROCERS PROTEST TOBACCO LICENSE FEE

Sarnia City Council has passed by-law providing a license fee of $10 per year for stores selling cigars and cigarettes. The clause affects practically every retail grocery store. City merchants are planning some measures for protesting against the tax.

NEW CANADIAN MANAGER FOR LIPTON'S TEA

W. Brindley Davis has assumed the management for all Canada of Lipton's tea. His headquarters will be in Toronto at the Lipton offices on Front street. J. G. Harty, who was formerly in charge of the Canadian territory, has returned to the New York offices of the company.

MONTREAL TEA HOUSE OPENS BRANCH IN TORONTO

John Duncan & Co., Ltd., 296 St. Paul Street, Montreal, tea importers, have opened a branch at 28 Wellington Street East, Toronto.

B. A. S., CALGARY

An enquiry has come to this office asking for a reprint of the Stockdale lectures on Retail Merchandizing. The address given however—B. A. S., Calgary, is not sufficient to meet post office requirements. If the writer will send his full address the lectures will be mailed forthwith.

CANADA ATTRACTS SOLDIERS

Many Veterans of the European Conflict Will Cross the Seas to Share in Development of the Dominion After the War

"There will be many time-expired men from my regiment who will want to come to Canada when the war is over," writes Major D. Hector Pearson, of the MacLean Publishing Company's staff, who is now a prisoner of war in Turkey. Major Pearson's words bear out the belief, which gains strength from many similar indications from every camp and fighting front, that after the war the hardy men who have held the lines against the Hun will still want to be in the forefront of the economic battle called 'after-war trade.' Canada's place in that fight, as in this, is over the top every time, and the attractions of the Dominion for the soldier-spirit are immense. Immigration will certainly result.

A. Wellesley Hugman, manager of the Dominion Sugar Refineries for Montreal and Quebec, was a visitor to Ottawa last week. Mr. Hugman expects to visit Quebec in the near future.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

RUMORS of a tax on tea are going the rounds though no particular reason is assigned for the belief in some quarters that this will be put into effect. It is felt that the personnel of the present government would permit action of this kind being taken, though the revenue likely to be collected is not looked upon as great.

The situation in molasses is very firm and higher prices are expected. Present stocks are light but goods now in transit should relieve this condition on arrival.

Dried fruits in many lines are reported very short, and the primary markets are pretty well depleted. Raisins have been received and a few odd shipments of prunes, but transportation is such an uncertainty just now that no plans can be laid for distribution of the goods on arrival.

The primary market on all spices is very firm and an advance on cassia is reported locally. Cream of tartar is stiffer and quotations as high as 96c per pound are being made.

Heavy demands on nuts are reported during the week and wholesalers report stocks which had been heavy reduced to somewhat below normal. The demand has been created owing to the approach of the Jewish holidays.

The higher grades of Japan rices show an advance of ¾c, and seconds ¼c per pound. No change in other varieties is reported as yet but the freight situation will govern these as well and conditions seem to be urging prices upwards.

Future supplies of oranges seem somewhat uncertain. Nova Scotia apples are threatened with absolute waste owing to lack of cars in which to ship. Potatoes have registered a further decline.

The milling situation shows some improvement and one mill reports running to full capacity for the first time in four months. Grain is moving a little more freely. Mill feeds are very scarce and not equal to the demand.

QUEBEC MARKETS

MONTREAL, March 12.—The week has been one of probably a little more quietness in trading than heretofore. Notwithstanding this, there have been many orders from both country and city trade. Deliveries have been very well made to nearby points, the congestion being less manifest than it is farther away. Changes have been very few, but as a general thing there is a firmness of undertone to the market all through. Cereals are very firm, and some revisions were made upward. Feeds are strong and in as great demand as ever. Lemons and oranges in the better grades are firm. A slight reduction was made in one quarter on tomato soups. The sugar situation is tight and supplies are very short. Deliveries of raws were a little better for part of the week, but are still far from ample. A good demand is reported for dried fruits, and these are getting short in some lines. Spices, say the importers, will be very scarce, and this condition will probably apply to some lines of coffee. Tapioca and rice are firmer. One refiner has withdrawn prices on cane syrup because of being oversold already. Tea prices are very firm, and there seems to be every indication of higher price levels soon. The vegetable markets rule without much change, although there have been a few slight advances. Sal soda is up 20c per 100 lbs.

Line Of Soups Declines; Sal Soda Advances 20c

Montreal.

SOUPS AND SAL SODA.—Sal soda has been advanced this week, and this is now quoted at $2 per 100 lbs., an advance of 20c. There has been a slight decline in one quarter on Campbell's tomato soup, and this is quoted down 10c per dozen to $1.65. The high prices of certain lines owing to increased costs seems to have curtailed the demand, and this is given as the reason for slight reductions that are made.

Sugar Situation Will Gradually Improve

Montreal.

SUGAR.—There will be no speed in the improvement of conditions regarding deliveries of raw sugars immediately. Notwithstanding this, there will be a gradual bettering of the present situation, say the refiners, and with April so near there should be a very much better condition than that obtaining to-day. There is a better outlook in the United States markets as to deliveries, and these are expected to greatly improve with the arrival of supplies via some ships that are due to call at the producing points soon. Locally the market is quite bare. Refiners have been operating in a more or less erratic manner, and the situation is simply one of waiting until raws can be brought in. It was stated to CANADIAN GROCER that there is no possible chance of getting pier accommodation at the moment for extra shipping and that all these piers are in control of the Government. All possible use is being made of the transportation facilities that are available to move needed supplies to the seaboard for export to Britain and her allies. It may be that a little later there will be some relief through the delivery of cargoes of raws at Canadian ports, but this can only be told when conditions are easier. In the meantime there is some likelihood of higher prices for refined sugars, and this will be governed by the conditions with which the refiners are confronted. At the present time, for instance, such raws as are coming to market have to be routed, in many instances, in a roundabout manner, and this increases delivery charges. It has even been stated that the refiners in some cases have been even operating at a loss on the recent basis for the refined product. In a general sense it is felt that prices may be advanced somewhat to meet the immediate needs of the case, but if so that these will be again readjusted when the supplies are available to refine on a normal basis.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 65
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10

Paris lumps (50-lb. boxes)		9 65
Paris lumps (25-lb. boxes)		9 85
Crystal diamonds, barrels		9 10
Crystal diamonds (boxes 100 lbs.)		9 10
Cut loaf (50-lb. boxes)	9 30	9 65
Cut loaf (25-lb. boxes)	9 50	9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Slight Revisions Made In Canned Goods

Montreal.

CANNED GOODS.—It is generally expected through the jobbing trade that canned goods prices are unlikely to decline. This is supported by the fact that a good deal of trading is being done between the jobbers themselves and adjustments are being made in this way to meet the present needs of the various territories so trading. One large jobber told CANADIAN GROCER that he had shipped out several carloads of canned goods recently, and these went to Western Canada points. The same source stated that it was unlikely that the West could get the usual supply of canned goods from the States the coming season, and that they would consequently be drawing more than in other seasons on the pack of the Eastern factories. Among the slight changes for the week Labrador salmon has been reduced 25c per case to $3. This is entirely due to the fact that there is a limited demand for the Labrador variety, and it is also stated that this is not only as good but superior in quality and flavor to some lines. Slight revisions have been made on canned tomatoes.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats		2 45
1 lb. flat		4 00
1 lb. talls, cases 4 doz., per doz.		3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls		1 80
Pinks, 1-lb. talls		2 40
Cohoes, 1-lb. talls		2 65
Red Springs, 1-lb. talls		2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"		20 00
Canned Vegetables—		
Tomatoes, 1's		1 20
Tomatoes, 3s	2 60	2 75
Tomatoes, U.S. pack (2s)	2 10	2 12½
Tomatoes, 2½s	2 45	2 60
Peas, standards		1 75
Peas, Early June		1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Blueberries, 2s, doz.		1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup)		2 00
Pears, 3s (heavy syrup)		2 45
Pineapples, 1½s		2 25
Greengage plums (light syrup)		1 90
Lombard plums (heavy syrup), 2s		1 70

Dried Fruits In Good Demand

Montreal.

DRIED FRUITS.—A better and more general demand obtains this week for dried fruits, and these are going forward to both city and country points in fair volume. The scarce varieties are several and comprise prunes, apricots, and evaporated apples, there being a particular shortage in some places of apricots. Trading in the Southern markets is active for immediate delivery, but there is less of the speculative element in view of the Government's regulation and prohibition of speculative trading, except such as may pass between the dealers, and which has to be so confined as to not exceed a fair margin over producing costs.

Currants, old		0 24
Do., new		0 32
Dates, Excelsior, per case		5 75
Do., Dromedary		6 50
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)		0 20
Figs, Portuguese		0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. (12 pkgs.)		1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40		0 17
California, 40-50s		0 13½
25-lb. cases, 50-60s		0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s		0 10
Oregon, 30-40s		0 15½
40-50s		0 15¼
50-60s		0 12¾

Some Spices Will Be Scarce

Montreal.

SPICES.—The spice market continues to rule as firmly as ever, and, as one large importer put it to CANADIAN GROCER, "there is going to be a very serious shortage of goods in our line, and it's coming pretty shortly." There is a large and steady distribution being made in the United States market, and this is rapidly absorbing many of the available spot supplies. There is very little trading in futures, but there is a good movement upon the part of manufacturing interests. Red pepper, cloves and pimentos are all firmer. There is difficulty in getting quotations at all on some lines, and it would seem that altogether there will be a condition of barer supplies in many lines than has obtained heretofore. Without change for the week prices are as follows:

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves		0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin		0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal		0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.		0 35
Mustard seed, bulk		0 25
Celery seed, bulk		0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Bean Sales Normal; Prices Unchanged

Montreal.

BEANS.—With the continued firmness of undertone reported last week, beans are selling in a fairly seasonable way. Some large jobbers have been handling nearly all their supplies of the Quebec variety while in other cases there have been various lots imported from Japan. Absorption of supplies is being accomplished gradually but there seems to be no complaint of being unable to get what are required for the immediate trade needs. At the same time the supplies are reported to be just fair.

Beans—		
Canadian, hand-picked, bush.	9 50	10 50
Ontario, new crop, 3 to 4 lbs.		8 15
British Columbias		8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.		0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.		0 20
Chilean beans, per lb.		0 14½
Manchurian white beans, lb.		0 15
South American		5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Rice And Tapioca Show Advances

Montreal.

RICE, TAPIOCA.—The local situation on rice continues to be very firm and a readjustment of prices has been taking place among the jobbers. There is a normal trade for this commodity both for city and country account. The spot supplies are reported smaller also in the New York markets. Tapioca is firmer and is selling fairly well. Prices on this are also a slight shade higher.

Carolina	11 50	12 50
"Texas," per 100 lbs.		9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"		8 50
Rangoon "B," 200-lb. lots		7 70
Rangoon CC	7 60	8 20
Mandarin	8 75	8 90
Packling rice	7 70	8 25
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15½	0 16

Prices Withdrawn; Cane Syrup Scarce

Montreal.

MOLASSES AND SYRUPS.—There is a good demand for syrups. In fact this has been so active that one refinery has withdrawn prices, the St. Lawrence being oversold. The fact of there being such a dearth of molasses has served to stimulate the demand for syrups of the various kinds and sales have been large. During the spell of clearer weather there was a better delivery of corn and this is enabling the

mills to operate more uninterruptedly. From enquiries made it would seem that there is no likelihood of supplies of molasses accumulating in the immediate future and in the meantime there is very little supply for distribution here. Prices rule firmly without change.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

	Prices for Fancy, Island	Choice, Montreal
Barbadoes Molasses—		
Puncheons	0 91	0 93
Barrels	0 94	0 96
Half barrels	0 96	0 98

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case	....	....
Barrels, per 100 lbs.	....	....
Half barrels, per 100 lbs.	....	....

Maple Sugar And Syrup Supply Small

Montreal.

HONEY AND MAPLE PRODUCTS.—There is practically no maple sugar or maple syrup to be had in quantity, the trade reports. This is held at firm prices and the trading is naturally light and just odd lots are passing here and there. The new product will be available soon, it is expected, shortly after the milder weather sets in. Preparations have been going forward for tapping trees and these are considered to be on an increased scale this year. Honey is still available in small lots and the prices are held unchanged.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 19
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 22
Clover, 60-lb. tins	....	0 21
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Nut Market Quiet; Peanuts In Demand

Montreal.

NUTS.—There is not a great deal of activity in the nut market although the continued demand obtains for peanuts. These are to be had in various grades although the large demand for peanut butter is absorbing a great deal of the available supply. The only item that shows any change in the outside market is that of Brazil nuts which are slightly easier. The general tone of the market is quiet.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1.	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 61	0 63
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Cereal Market Shows Some Changes

Montreal.

CEREALS.—There have been some revisions of price in the cereal list and the general tone is firm, as pointed out last week. This is especially true of the various oat products and there would seem to be a general scarcity of the better oats for milling. This, when added to the dearth of stocks, makes firmer prices probable from week to week and the position has continued particularly strong for the last two weeks. Among the revisions made the past week are advances by one jobber on corn flour, pearl and pot barley and also on oatmeal. The market all through is ruling strong and rye flour is inclined to reach higher levels.

Barley, pearl	8 25	8 75
Barley, pot, 98 lbs.	6 25	6 75
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	7 00	7 50
Cornmeal, yellow, 98 lbs.	5 90	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal, standard, 98 lbs.	6 55	6 60
Oatmeal, granulated, 98 lbs.	6 55	6 60
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	10 25	11 25
Rolled oats, 90-lb. bags	5 50	6 00
Rolled oats (family pack.), case	5 75	5 80
Rolled oats (small size), case	2 05	2 12½
Rye flour, small lots, 98 lbs.	....	6 25

Flour Demand Large; Feed Supplies Short

Montreal.

FLOUR AND FEEDS.—There is an unabated and somewhat an unsatisfied demand for flour. With transportation somewhat better there is more hopeful outlook that more wheat and other grains will be obtainable soon. "We cannot tell what is ahead of us in the matter of supplies" was one miller's way of sizing the situation. In a general way it seems that a good many of the bakers went on with the use of new war standard flours on the first of March, while some are waiting till the last day of grace to begin its use. As stated last week, there are still some supplies of patent flours on hand and the trade is just wondering what will be done to absorb this. In the case of small lots in an out-of-the-way places it would be ridiculous to have to ship in less than carload lots. This might be overcome in the large centres where surplus supplies could be collected and taken to a given point local for shipment in full cars. It is expected that some arrangement will have to be made which will permit the baker to use up supplies that he has, where he has been unable to get his cars forward promptly this winter, deferred shipments that should have reached him being delayed for many weeks, in given cases. Some feel that there was no need for anyone within reasonable distance of their supplies to have a surplus of the old flour on hand and that in this all needing large stocks from week to week have had the support of their millers. It is conceded that due allowance will have to be made in given cases and adjustments made by the government in view of the surrounding conditions. Feeds still are very firm and prices have again advanced in some instances. There is an insatiable demand and one miller stated that they could sell their output many times over were it possible to secure it.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 10
Car lots (delivered), Bakers	....	11 20
Small lots (delivered)	....	11 30
Bran, per ton	35 00	....
Shorts	40 00	....
Crushed oats	69 00	73 00
Barley chop	78 00	87 00
Barley meal	71 00	78 00
Feed oats, per bushel	....	1 16

Coffee Maintains Price And States' Trading Firm

Montreal.

COFFEE.—The local market situation is unchanged this week, but there is a fairly seasonable demand. Prices are held unchanged, and in sympathy with the spot situation in New York these are firm. Trading there has been active in stocks that are available for immediate or near delivery, and this is being done at well-maintained prices. In the cocoa markets there is a satisfactory demand and orders from the country and from city trade are good.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 28	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 43
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Tea Going Forward And Prices Are Ruling Firm

Montreal.

TEA.—With a seasonably good demand for teas prices are well held, and there is the continued tendency to firmness. Enquiry indicates that there are but limited stocks in the hands of retail dealers and grocers, and it is thought that the demand will therefore remain active. Some sources report that there has been a better demand from Western centres and this also would indicate a reduced condition of stock there. Prices are unchanged.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50
Javas—		
Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Lemons And Oranges Firm Vegetable Market Fair

Montreal.

FRUITS AND VEGETABLES.—The firmness of the local market for citrus fruits reflects the condition in the United States markets. Oranges and lemons are a little higher here, especially in the better varieties. There is a fairly good trade, and supplies are ample for the present needs. Deliveries will probably improve in the near future. In the vegetable markets there is little interest manifested, but a fair seasonable trade is reported to exist. Slight revisions upward are made in the price of Montreal cabbage and California celery, cucumbers, Spanish onions and Boston lettuce, while there is an easier tone for California cauliflower and watercress. Trade is just fair.

Bananas (fancy large), bunch...	3 50	4 00
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, California navels	7 00	7 75
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to size	4 50	7 00
Lemons, California seedless	....	5 00
Grape fruit (fancy Jamaicas)...	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64	....	4 50
Grape fruit (fancy Porto Ricos) 54, 64	....	4 25
Grape fruit (fancy Porto Ricos) 36	....	4 00
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights. tinted), per keg	....	12 00
Grapes, Malaga, medium	....	10 00
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 00	5 00
Russets	5 50	6 50
Apples, boxed	....	2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.....	8 00	8 50
Do., No. 3 (special), bbl....	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl...	....	5 50
Do., No. 3 (ordinary), bbl...	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.....	....	5 50
Do., No. 3 (ordinary), bbl...	....	4 00
Boxed apples (all sizes).....	....	2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate	....	2 50
Cabbage, Montreal, per bbl.	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.....	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case..	6 00	7 50
Celery (Wash.), doz.	....	1 50
Celery, Florida	3 00	3 25
Cucumbers (Boston), doz.	2 50	3 00
Horseradish (Can.)	....	0 20
Endive (Can.)	....	0 25
Endive (Amer.)	....	0 50
Mint	....	0 60
Leeks	3 00	4 00
Onions, Canadian, bag	1 50	1 75
Onions, red, 100-lb. bag	2 50	2 75
Oyster plant	....	0 75
Parsley (Amer.)	....	1 50
Parsley (Can.)	....	0 75
Spanish onions, half cases	2 25	3 00
Spanish onions, large crate	4 50	5 50
Spanish onions (small crate)....	1 25	2 75
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	1 60	1 75
Potatoes (New Brunswick), bag	2 00	2 25
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag).....	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.	....	0 40
Lettuce, curly (3 doz.)	....	2 50
Lettuce, Boston, hothouse (2 doz. in box)	2 25	2 75
Lettuce (Florida), hamper	....	2 75
Mushrooms (lb.)	....	1 00
Cranberries (Cape Cod), box....	....	5 50
Cranberries (new), small size, bbl.	....	15 00
Watercress (Can.)	....	0 60
Watercress (Amer.)	....	1 25

ONTARIO MARKETS

TORONTO, March 13.—In some quarters, speculation is rife as to the possibility of a tax on tea being levied. Where the present rumors originated cannot be determined but views expressed on same are outlined further on. Improvement in the sugar situation is very slow and the present shortage is purely and simply a case of transportation. An advance in Crisco has been reported during the week as well as in many miscellaneous lines such as tanglefoot, sulphur, wash boards, peanut butter, ammonia and dust bane. Marmalade reveals higher tendency and a shortage of raspberry jams is reported. Business in all lines is stated as being very good.

Improvement In Sugar; Situation Slow

Toronto.

SUGAR.—Reports from the United States indicate that the domestic beet crop is nearly finished and that the supply is nearly 200,000 tons less than had been at first estimated. However, the Cuban production has been large, amounting to date to 1,081,447 tons against 892,608 last year. Exports have been, however, only 447,106 tons against 607,041 last year, so it will be seen that transportation is playing a large part in the present shortage. The facilities for storage Cuba are decidedly limited and the raw sugar is being stored in the open fields. Arrangements which were about complete to employ Dutch tonnage in transporting the Cuban crop have suffered a setback but it is thought some satisfactory arrangements will be yet employed to provide some satisfactory arrangements will be yet employed to provide necessary transportation. The immediate situation might be termed acute but this appears to be a temporary condition which should be relieved shortly.

Special licenses have to be secured to conduct business now and information provided as to the probable year's requirements based on purchases of the past three years, in addition to which special customs permits are required covering individual purchases. This adds to the difficulties of getting shipments through promptly.

No advances have been reported in any line of sugar outside of Lantic, notice of which appeared in last week's issue. It would appear as though the present limited output of Acadia sugar is being marketed in the Maritime market as local supplies are practically exhausted and no shipments coming through.

The Wholesale Grocers' Guild of Nova Scotia has circularized the retail trade dealing with the present shortage of sugar. They state that it will be necessary for them to accept one bag of yellow sugar with every two bags of granulated from the refiners and therefore will be compelled to ask their customers to take sugar from them in the same proportions. Retailers are urged to regulate their sales likewise, otherwise granulated will not be available in sufficient quantities to serve everyone.

Atlantic, extra granulated	8 79
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated.	8 54
Can. Sugar Refinery, extra granulated..	8 54
Do., No. 1 yellow	8 14
Dom. Sugar Refinery, extra granulated..	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Crisco Higher; New Size In Tanglefoot

Toronto.

CRISCO, TANGLEFOOT.—Many miscellaneous lines have undergone revision during the week, advances being recorded in each instance. Crisco is now being quoted at $10.80 case. Tanglefoot is being put out in a new size, 8 x 14½ inches, the cartons still containing 25 double sheets, 10 cartons in a case. Prices per case will be $4.60 and cartons 50c each. Other items on which new prices are being quoted are listed herewith: Sulphur at $3.75 bag; Diamond King wash boards, $5.50 dozen; Nonsuch stove paste, 90c dozen; McLaren's peanut butter No. 1, $1.40; No. 2, $1.95; No. 3, $2.40; No. 4, $3.25 dozen; Squirrel peanut butter, 1 lb. tins, $3.60 dozen; Star ammonia, $2.70 case of 3 dozen; Sun ammonia, $2.50 case of 3 dozen; dust bane, $7.75 case of 3 dozen, $2.60 per dozen.

Higher Prices In Molasses Expected

Toronto.

MOLASSES, SYRUPS.—A very firm situation exists in molasses and higher prices are being looked for. The present basis, first cost, on Barbadoes is given as over 90c per gallon, barrel basis, and in this some justification for the present high prices will be evident. No change in the market locally has as yet gone into effect but stocks of Barbadoes are very light. Shipments are in transit but no receipts have been reported during the week.

Corn and cane syrups are holding firm with stocks in fair condition and demand good.

Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, second grade, lt	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 98	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Marmalade Advances; Some Jams Scarce

Toronto.

CANNED GOODS.—An advance in Shirriff's marmalade was made during the week and in some quarters the belief was expressed that a shortage of marmalade might be expected. There seems to be a great deal of trouble getting oranges through in good condition, and the difficulties of transportation generally are being felt. Prices on Shiriff's orange marmalade now prevailing are as follows: 1 pound glass jars $2.85 dozen; 2 pound glass jars $5.10 dozen; 4 pound tins $8.85 dozen. Strength in the salmon market is revealed in an upward trend on Cohoes, 1 lb. talls, which are quoted as high as $3.75 dozen. Tomatoes show a little firmer tendency and $2.65 is named by some as their lowest quotation. Beans are reported very scarce but no change in prices has been made. Raspberry jam is in very firm market and a shortage of available supplies is reported. Generally speaking the market is firm and shipments of canned goods are being held up by the railroads to some extent.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	....	2 25
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	2 10	2 30
Tomatoes, 2½s	2 60	2 75
Peas, standard	1 95	2 25
Peas, early June	2 00	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 45	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	1 75	2 40
Pears, 2s	1 75	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 20
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 77	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 40	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Scarcity In Many Lines Dried Fruits

Toronto.

DRIED FRUITS.—Not only are local supplies of apricots and peaches very low but it is said that practically no stocks exists at primary points. Small shipments of prunes come dribbing in but stocks are by no means up to normal. Receipts of raisins are reported during the week. A good movement of the 1917 crop of raisins for fall delivery is now being experienced. With the transportation difficulties now existing, retailers are being urged to cover for their requirements early. Shipment of dates from New York has not yet arrived but some hope is held out that these will soon be received. A shipment of Portugese figs is expected to arrive during the week. The vessel arrived in New York four weeks ago but congestion in that port has prevented ships being lightered. It is understood some boxes of selected figs are on the same ship for this market and if these are equal to expectations, prices will undoubtedly be higher. It is extremely difficult to place orders for dried fruit in the United States, brokers report having received orders which they are unable to place and do not expect to be able to do much before the first of May or even June. Prices on prunes show a firmer tendency. Seedless raisins, loose in 50 pound boxes, are being offered at 13c and bleached at 14c per pound. A slight change in package raisins has been made upward.

Apples, evaporated	0 23	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 30
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lb., 25's, faced	....	0 17
50-60s, per lb., 25's, faced	....	0 16
60-70s, per lb., 25's, faced	0 14	0 14½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	....	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 11½	0 13
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14	0 15½
Seedless, screened, lb.	0 13	0 15½

Rumors Re Duty On All Teas

Toronto.

TEAS.—Rumors are prevalent that a duty is likely to be imposed on tea but this is discounted in many quarters. It is pointed out that the revenue to be derived would not be great even at 10c per pound which would be a fairly heavy tax, and the impression generally is that nothing will be done in this regard. However, uncertainty must exist as no information is given out until the Minister of Finance is ready to present his budget. Various views on the effect a duty might have, were gathered and whereas some felt that sales would be curtailed, others seemed to feel that tea at even $1 per pound was a cheap drink and it is now looked on more as a necessity than a luxury. Business reveals a better distributing demand, practically all being conducted on spot stocks. This is said to be due to the cost of importation being much higher and the difficulty in transportation so great. No change in prices is recorded during the week.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 40
Second pickings	0 30	0 32
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Shows Firmer Tendency Again

Toronto.

COFFE.—A very firm situation is revealed in coffee during the week. Business is reported brisk, spot stocks moving freely. Stocks are said to be in good condition and the demand is excellent. No change in price has been made, and any change made is more than likely to be in an upward direction. Prevailing prices are given herewith:

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	....	....
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Higher Prices Anticipated In Spices

Toronto.

SPICES.—Higher prices in the prim-

ary market on cassia were said to be ruling in last week's issue of CANADIAN GROCER and this has affected the local market in some quarters where the range now runs from 35c to 38c per pound as against 30c to 35c. Cream of tartar is decidedly stiffer, bulk being practically off the market and all packages being extremely scarce. The French pure cream of tartar is now quoted as high as 96c per pound in some instances. A general advance is expected to go into effect almost immediately. In the matter of further supplies, uncertainty exists. Japanese ships will likely be withdrawn from overseas duty and that will affect receipts materially. Present prices are given as follows:

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 38
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 28	0 35
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	0 96
American high test	....	....
2-oz. packages, doz.	....	1 45
4-oz. packages, doz.	2 60	2 80
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	5 05	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Firmer Trend Evident In All Nuts

Toronto.

NUTS.—Nuts on the street reveal a decidedly firmer tone during the week. Heavy demands on local supplies have been made owing to the approach of the Jewish holidays and stocks which were fairly heavy have been considerably reduced. The primary market on filberts is up ½c and Brazil nuts and almonds are reported very strong. Shipments of Brazils are reported in transit. In some quarters an advance of 1c per pound has been made in Tarragona almonds. Walnuts remain firm with the new stock quoted at 75c per pound and the limited quantity of old nuts selling at 65c. Stocks are by no means heavy and a very firm situation can be said to exist. The demand as noted above has been heavy.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 19	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 27
Do., No. 1 Virginia, roasted	0 21	0 22
Brazil nuts, lb.	0 14	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 44	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 65	0 75
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, Japanese, lb.	....	0 17

Domestic Beans Need Careful Picking

Toronto.

BEANS.—The supply of desirable domestic beans is limited and requires a lot of picking. Supplies are limited and whereas demands are being taken care of, no great surplus is reported. Limas are practically done for and further shipments are not expected prior to November. The stocks of all beans is none too heavy and the market is holding steady. Limas are being quoted at 19 and 20c per pound in the majority of instances though some supplies are procurable at 18c per pound. An imported white bean, hand picked, is being quoted at $6.50 per bushel and white Japanese, hand picked, at $6.75 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	....	....
Rangoons, per bush.	6 75	7 00
Yellow eyes, per bushel	....	....
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 18	0 22

Japan Rices Up ¾c Per Pound

Toronto.

RICE.—The rice situation has been covered in a letter sent out by a large importer to the trade as follows: "Higher prices on rice have become inevitable. Quotations from Oriental markets are now being safeguarded and hedged in by various conditions. Steamers are being withdrawn from the Pacific run. The possible clash between Japanese and enemy agents in Siberia has affected values. Everything seems to be urging prices upwards.

"This applies particularly to Japanese grades although the freight situation governs other varieties as well. To meet the mounting values we have had to issue new price lists announcing several increases."

The higher grades of Japans are up ¾c per pound and seconds ¼c. No change in other varieties has been made locally as yet. A good demand exists. Tapioca is still reported scarce though no change in price is reported.

Texas, fancy, per 100 lbs.	11 00	11 50
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	....	12 50
Siam, fancy, per 100 lbs.	9 25	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 75	12 00
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	8 25	9 75
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Cornflakes Advance 25c, Then Decline 10c

Toronto.

PACKAGE GOODS.—Featuring an otherwise rather quiet market is the fluctuation in Kellogg's corn flakes which advanced 25c per case to $4.25 and later declined to $4.15 per case. Rolled oats remained unchanged at the advances recorded last week. A shortage of Cream of Wheat is reported in many quarters. Though heavy stocks are not the rule in any of the package goods, sufficient to meet the demand in practically all lines is evident. The demand is good and shipments are going forward freely.

Cornflakes, per case	3 90	4 15
Rolled oats, round, family size, 20s	5 65	5 80
Rolled oats, round, regular 18s, case	2 00	2 12½
Rolled oats, square, 20s	5 65	5 80
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

No Change In Honey And Maple Syrup

Toronto.

HONEY, MAPLE SYRUP. — No change in the situation in respect to honey and maple syrup is reported for the week. Pure maple syrup, 24/16 oz. bottles, is being quoted at $3.25 and one brand in a size designated as 36 smalls at $11.85 per case. Receipts are light and prices are holding firm at figures shown below:

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 75	12 60
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Supplies Of Oranges May Be Short

Toronto.

FRUIT.—The box market on apples is very firm and stocks locally are pretty well cleaned up. An endeavor is being made to secure further supplies, principally Winesaps but dependence generally hinges on the late varieties for import. Reports on the Nova Scotia apples are serious in that a great many may go to waste owing to lack of cars to ship. A reduction of 50c per barrel on Baldwins No. 1 Greenings No. 1 and Northern Spys, tree run is reported in some quarters. The tendency in grape fruit is towards higher prices. Very little Floridas are offering and New York prices on these are deemed almost too high for this market. The range of prices generally on Florida grape fruit is from $5 to $5.50 per case for all sizes, though one quotation on 36's and 46's was made at $3.50 to $4.50 with 54's, 64's, 80's and 96's from $4.50 to $5. Some shipments on California navels are arriving but the supply is practically exhausted. The supply of Florida oranges is reported very light with the primary market higher. This will mean placing hopes on seedlings and Valencias which may be moving in six weeks' time, though that is really two weeks earlier

than they should. The demand, however, is likely to be so insistent that this condition may develop. A car of California seedlings has been received, prices ranging from $5 to $6.

Apples—		
Boxes, Spitzenberg	2 75	3 25
Winesaps, box	2 75	3 25
Rome Beauty, box	2 90	3 25
Ontario—		
Baldwins, No. 1, bbl.	6 50	7 00
Greenings, No. 1, bbl.	6 50	7 00
Northern Spys, tree runs	5 50	6 00
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	4 50	5 00
Ben Davis, No. 1, bbl.	4 00	5 50
Do., No. 2, bbl.	3 50	4 50
Spys, No. 3	....	5 00
Winter varieties, straight No. 3	....	4 50
Nova Scotia—		
Baldwins, No. 1	....	5 50
Do., No. 2	....	4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	3 00	3 50
Bananas, yellow, bunch	3 75	4 00
Grapefruit—		
Jamaica, 46s, case	....	....
Do., 54s, case	....	....
Do., 64s, 96s, case	....	....
Do., 80s	....	....
Florida, 36s, 46s, case	3 50	5 50
Do., 54s, 64s, 80s, 96s	4 50	5 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 25	4 50
Oranges—		
California Navels—		
80s	4 00	....
96s	4 25	....
100s	4 50	5 00
126s	5 50	6 00
150s	6 50	7 00
176s, 200s, 216s, 250s	7 00	7 50
Florida Oranges—		
80s, 96s, 100s	....	4 75
126s	5 25	6 00
150s	....	6 00
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	....	7 50
Do., Messinas, box	....	6 50
Pears, Cal., box	....	....
Pineapples, Porto Rican, cs. 30-36s	6 50	7 00
Rhubarb, dozen	1 25	1 50
Malaga grapes, keg	....	10 00
Strawberries, box	0 60	0 75

Potatoes Again Decline; Tomatoes High

Toronto.

VEGETABLES.—An easier tone is remarked in potatoes during the week, decline of from 10c to 25c per bag being reported in some quarters on all grades, as predicted in CANADIAN GROCER last week. It was thought Florida tomatoes would be available for Easter but the prices have reached such a high figure that the feeling prevails that too much risk is involved in handling. Weather conditions are too uncertain and dealers in the United States prefer to confine their activities to points further South rather than subject buyers in Canada to possible damage from frost. California celery in fair quantity and good quality is available, though some tendency towards Florida is evident, two cars now being reported in transit. Florida cabbage is coming along satisfactorily and the primary market has turned and is firming up. The campaign for increased consumption of Spanish and bag onions is reported as going well and might be termed a success. An easier market on carrots is reported in a reduction of 10c per bag. Prices prevailing on the various lines are as follows:

Beets, bag	....	1 50
Brussel sprouts, quart	....	....
Cauliflower, Cal., standard crates	4 00	....
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 50	0 60
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 25	0 35
Do., Boston, head, hampers	....	3 50
Mushrooms, 4-lb. basket	....	3 50
Onions—		
Spanish, crates	4 50	5 00
Spanish, half crates	2 25	2 50
Do., Canadian, 75-lb.	2 00	2 50
American, 100-lb. sacks	2 75	3 00
Potatoes—		
New Ontario, bag	2 00	2 10
N.B. Delawares	2 15	2 25
P.E.I., bag	....	2 00
Sweet, hamper	....	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	....	0 35
Do., No. 2, lb.	....	0 25
Parsnips, bag	....	1 50
Parsley, doz. bunches	0 75	0 85
Peppers, green, dozen	0 50	1 25
Turnips, new, bag	....	0 75

Grain Moving Better; Capacity Output Again

Toronto.

FLOUR.—A somewhat easier feeling is evident in milling circles as the railways seem to be showing some improvement in handling grain. One mill reports that they are again running to full capacity for the first time in about four months. Some mills report that they are behind with mixed car orders. The government order sending all mill feeds back West from points at the head of the lakes means that full cars of flour must now be made up for shipments. Mills depending on deliveries from farmers are experiencing a slight setback owing to poor roads but the mills served by the railroads are gradually assuming conditions more nearly normal.

War grade, 74% extraction—		
Manitoba spring wheat.	11.10	11.30
Ontario winter wheat..	10.60	10.80
Blended, spring and winter	10.85	11.05

Heavy Demand For Mill Feeds Continues

Toronto.

MILL FEEDS.—The heavy demand for mill feeds continues and exceeds supply. In some quarters the situation is looked upon as being very acute although others again feel that it is somewhat better. Efforts are being made to bring in shipments from the United States and a fair measure of success is reported. Prices remain at the established basis as follows:

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	....	3.05-3.40

Corn Shipments Slow; Market Firm

Toronto.

CEREALS.—Shipments of corn have not materialized and a very firm situation exists in corn flour. The market generally is firm and oatmeal records an advance, the range in five bag lots being $6.50 to $7, whereas single bag lots run from $7 in full bags to $7.50 in smaller quantities. The range in corn meal in five bag lots is increased from $6.50 to $6.60 to $6.50 to $7. Farina or No. 2 breakfast food is being offered in 24 pound bags at $1.90 each. Ground rice in 10c packages sells to the retailers at 85c. per dozen.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$7.35-	$ 7.95	$ 8.00-	$ 9.00
Barley, pot, 98s	6.00-	6.50	6.50-	6.75
Cornmeal, 98s	6.50-	7.00	7.25-	7.75
Corn flour, 98s	....	....	6.50-	7.35
Farina, 98s	....	....	7.00-	8.00
Graham flour, 98s	5.60-	....	6.00-	....
Hominy grits, 98s	....	....	6.50-	6.60
Hominy, pearl, 98s	....	....	6.50-	6.60
Rolled oats, 90s	5.75-	5.90	5.85-	6.10
Oatmeal, 98s	6.50-	7.00	7.00-	7.50
Rolled wheat, 100-lb. bbl.	....	....	7.00-	7.50
Wheatlets, 98s	....	....	7.00-	8.00
Peas, yellow, spit	9.50	10.00	11.00-	11.50
Blue peas, lb.	....	....	....	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 13.—A number of important changes have taken place this week. Higher prices have gone into effect on peanuts, and even higher prices are predicted. Crisco is up 25c per case, effective March 4. Cream of Wheat is temporarily off the market due to shortage of material; manufacturers expect further supply of raw material soon. A number of Campbell's soups have been embargoed by the United States Food Control Department. Considerable difficulty is experienced getting supplies of macaroni from the United States, due to the fact that United States manufacturers are allowing only 70 per cent. of their usual output. The trade here must depend more and more on Canadian manufacturers. MacLaren's peanut butter is up slightly, and Gillett's cream of tartar has shown an advance.

There continues to be difficulty getting stuff from across the line, and feeling here is that as time goes on conditions will be worse. One jobber states that we are facing a situation for next summer that is not very promising. There have been so many lines that have lasted out until now, but which require replenishing; this it will be impossible to do until the supply from Canada is big enough to fill the demand.

Sugar Shortage Still Acute In The West

Winnipeg.

SUGAR.—The situation is still serious and jobbers' stocks are almost nil. Supplies coming in are very meagre. It is stated conditions will not improve for two or three weeks. The difficulty is entirely one of raw sugar, that is, refiners have little raw sugar from which to manufacture the refined. Poor ship-

ping facilities are also hampering things. The trade generally realize that the refineries are doing the best they possibly can under the circumstances.

Cane Syrup Withdrawn; Corn Syrup Firm

Winnipeg.

SYRUPS.—The B.C. Sugar Refinery Co. advise that Rogers syrup has been withdrawn temporarily from this market owing to shortage of raw sugar. There is a particularly good demand for corn syrup, and jobbers are expecting an advance because the market is firm, and there is difficulty getting corn across the border. It will be remembered that only two weeks ago corn syrup declined considerably, but it was stated then that an advance was not far away.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	4 25
5-lb. tins, 1 doz. case, per case	4 90
10-lb. tins, ½ doz. case, per case	4 65
20-lb. tins, ¼ doz. case, per case	4 65
Barbadoes Molasses—	
In half barrels, per gal.	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

Raisin Prices Fixed; Large Prunes Firm

Winnipeg

DRIED FRUITS.—Prunes are very firm in California, especially on large sizes. Raisins.—Price has been fixed in California until the fall; an advance here therefore is out of the question, as jobbers cannot replace their stocks at the same figure. Dates are very high and advancing. Evaporated Apples. — The demand is light, but the market is steady.

Green Peas $6.80; Split Peas Down, $10.25

Winnipeg.

BEANS.—While the price of white beans runs around $6.25-$6.50, some jobbers are selling as low as $5.80. It is also stated there are good stocks held in Winnipeg. Split peas are weaker, selling this week as low as $10.25. Whole green peas are worth more, being quoted at $6.80.

Barley—		
Pearl, 98-lb. bags, per bag		7 25
Pearl, 49-lb. bags, per bag		3 65
Pot, 98-lb. bags, per bag		5 20
Pot, 49-lb. bags, per bag		2 65
Pot, 24-lb. bags, per bag		1 35
Beans—		
Lima, large, about 80-lb. bags, per lb.		0 17¼
Lima, small, 100-lb. bags, per lb.		0 14
Fancy white, bushel	5 80	6 50
Peas—		
Split, 98-lb. bags, per bag	10 25	10 60
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00
Whole, green, bush.		6 80

Sago Down A Cent; Tapioca Is Unchanged

Winnipeg.

RICE.—A splendid demand is experienced by jobbers for rice, and the market is firm. It would not be safe to say that price will be higher later on; everything depends on tonnage, as there is lots of rice if it can be brought from the Orient. A decline has taken place in the price of sago, which is now bringing 11c, a drop of a cent per lb. Tapioca is selling at the same price, viz. 14c.

Extra fancy Japan, 100-lb. bags		0 09
Fancy Japan, 100-lb. bags		0 08½
Choice Japan, 100-lb. bags		0 07¾
Siam, 100-lb. bags		0 07½
Tapioca, lb.	0 13½	0 14
Sago, lb.		0 11

Jumbo Peanuts 21c; In 1917 Were 14c

Winnipeg.

NUTS.—Further advances have taken place in the price of peanuts. Before the war, and until eighteen months ago, peanuts cost 3¾c per lb. f.o.b. source. They are now 12c and lines which cost 5½c-6c are now selling at 15c. There is every indication of still higher prices owing to the difficulty of getting stocks. Quotations on peanuts to-day are: Fancy roasted 19c, special Jumbos 21c. A year ago jobbers were selling better quality Jumbos for 14c. It is interesting in view of the above to notice that MacLaren's peanut butter advanced again recently, although the advance was only slight.

Embargo Placed On American Soups

Winnipeg.

SOUPS.—It is announced that Campbell's soups are partially embargoed. It is expected that as time goes on the list of embargoed soups will be enlarged. The following are on the list at present: Chicken, clam chowder, mutton, clam bouillon, mock turtle, ox tail and tomato.

West Expects A Canned Goods Shortage

Winnipeg.

CANNED GOODS.—The demand is fairly steady considering the high prices prevailing. However, while the demand is not heavy, everyone realizes there is not enough canned goods in stock here to last until the new crop. This applies to canned vegetables, fruit and salmon.

Advance On Sealers; Demand Is Heavy

Winnipeg.

GLASS SEALERS.—Sealers have advanced 50c per gross on Gem jars and one dollar per gross on Perfect seal. Judging by the way orders have been booked ahead on these lines, the retail trade are looking forward to a very heavy preserving season this summer.

Cornmeal Up To $6; Flour Sales Improving

Winnipeg

FLOUR AND FEEDS.—There is no change, of course, in flour prices, these having been fixed for the balance of the season. Domestic demand for flour has picked up considerably during the past week. Rolled Oats.—Price on 80's is slightly higher and the range should be now $4.50-$4.75. Much of the cheap stuff has been got rid of, but some of the mills are still fighting one another. The big difference between Saskatchewan and Alberta quotations still exists, and the outlook is that there will soon be no milling oats, especially in Alberta, where the supply is short. An advance has taken place in the price of cornmeal, no doubt due to the difficulty getting corn across the border. The price to-day is $6 for 98's. Feeds.—There is nothing new to report here, same conditions exist, i.e. big demand, short supply.

Govt. Standard Flour—		
Cash carload price		10 50
To bakers and flour and feed dealers		10 50
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
Cereals—		
Rolled oats, 80's	4 50	4 75
Rolled oats, pkgs., family size.		5 65
Cornmeal, 98's		6 00
Oatmeal, 98's		5 50
Feeds—		
Bran, per ton		30 80
Shorts, per ton		35 80

Expect Decline In Price Of Potatoes

Winnipeg.

FRUIT AND VEGETABLES.—The most important fact in connection with this market is the likelihood of a drop in the price of Alberta potatoes. Farmers are apparently holding on to their supplies, expecting higher prices and before long there is a possibility of the market being flooded, and prices dropping. To-day good potatoes can be bought at $1 per bushel. The demand is still light, but is expected to improve before long. California head lettuce has dropped to $3 per case; Valencia onions are down to $6. The few Florida tomatoes arriving are bringing $10.50 per six basket crate. A new line on the market is artichokes at $2.50 per dozen. Fruits.—Higher prices can be expected on all lines of apples, the demand being very heavy, and supplies rapidly cleaned up. Spies have jumped to $3 per box, and all lines are firm. Bananas are scarce and have advanced to 7c per lb. Dealers look for higher prices on lemons; Messinas are bringing $7.50. Grape fruit has dropped to $5.50 per case. A new line on the market is Porto Rico oranges at $5.50 per case.

Artichokes, doz.		2 50
Cabbage, lb., local		0 05
Cabbage, imported		0 08
Cauliflower, Cal., doz.		2 50
Celery, Cal., crate 100 lbs.		6 50
Potatoes, Albertas	1 00	1 10
Potatoes, sweet, lb.		0 06
Carrots, cwt.		2 50
Carrots, new, doz.		1 25
Turnips, cwt.		2 00
Head lettuce, Cal., doz.		1 00
Head lettuce, Cal., case 4 doz.		3 00
Tomatoes, Cuban, 6-bkt. crate		11 00
Onions, Valencias, large case		6 00
Onions, yellow and red, cwt.		3 00
Radishes, doz.		0 70
Parsley, imported, doz.		1 00
Parsnips, bag		4 50
Brussels sprouts, lb.		0 20
Rhubarb, lb.		0 14
Shallots, doz.		1 00
Fruits—		
Apples, Nova Scotia, bbl.		6 25
Apples, Wash. Jonathans, box		2 25
Apples, Rome Beauties, box		2 25
Apples, Spies		3 00
Apples, Wagners		2 25
Oranges, Porto Rico		5 50
Oranges, navels		7 50
Lemons		7 50
Bananas, lb.		0 07
Grapefruit, Florida, case		5 50

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 12.—Local fresh eggs are still very scarce, though dealers are offering a lower price for them. Petaluma eggs from California are now selling freely at 49c a dozen wholesale. B. C. storage and Washington eggs, fresh, are off the market. The best butter is now 56c and the very cheapest is 53c. Hams are selling at 32c a pound, and bacon at 40c, and are firm at these figures. Lard is very firm at 28½c. There is a well-defined feeling that the potato market, which has been remarkably firm all season, is due for a slump. Very little buying is going on in these goods. Small size oranges are up to $8.25 and $8.50 a box. Eighties, a very large sized orange, can be had for $5. Apple prices are very firm. Rice stocks are very low, but prices unchanged.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	165 00
Do., Siam, No. 2	....	150 00
Beans, Japanese, per lb.	....	0 14½
Beans, B.C., white	....	0 18
Potatoes, per ton	27 00	35 00
Lard, pure, in 400-lb. tierces, lb.	....	0 28½
Butter, fresh made creamery, lb.	0 53	0 56
Eggs, new-laid, in cartons, doz.	....	0 60
Eggs, California	....	0 49
Cheese, new, large, per lb.	....	0 25
Oranges, box	8 25	8 50
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 12.—There is a report current that Swift & Company are likely to open a factory for the manufacture of margarine in Alberta some time this month. In any event it is again being offered. Dominion cornflakes are now quoted at $4.25. Kellogg's have again advanced this time 25c. Peanut butter is up 2c per pound. Peanuts are almost cleaned up locally. Lard 3's are now $17.70, while peamealed bacon is ½c higher. New-laid eggs are selling at $16 a case. Local potatoes have declined to $36 per ton. Lemons are selling at $8.50, navel oranges at $4.50 to $8.50. Evaporated apples, 50's, are quoted at 22 to 23½. Siam rice quoted at 8 and 9.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	1 05
Rolled oats, 80s	....	5 25
Rice, Siam, cwt.	8 00	9 00
Rice, China, per mat, No. 1	4 00	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	17 70
Eggs, No. 1 storage, case	13 00	13 50
New laid, per dozen, case	....	16 00
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 25	5 50
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 50	6 80
Raspberries, 2s, Ontario, case	6 50	6 80
Apples, evaporated, 50s, lb.	0 22	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	....	9 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	36 00
Navel oranges, case	4 50	8 50
Lemons, case	....	9 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 12.—A very noticeable advance in lard has occurred, bringing three's up to $18 per case. Creamery butter has advanced and is now selling at 50 cents. Eggs remain firm and are coming in slowly. Rice is at $9 per cwt. Beans have taken a decided advance and are quoted at $7.50 per bushel. Crisco is higher at $11.15 case. Potatoes are $1.50. A further advance has occurred in Kellogg's corn flakes, the price now being $4.25, an advance of 25 cents, and evaporated apples are a cent and a half higher at 21c. Black Jack stove polish is 15c dozen higher. Prunes also are a half a cent a pound in advance of old prices.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	0 22
Flour, standard, 98s	....	5 27½
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 00
Bacon, lb.	....	0 42
Eggs, new-laid	0 48	0 50
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 21
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 30
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 12.—There have been but few notable changes on this market during the past week. Rolled oats have made an advance of 75c, being quoted now at $12.50. Yellow eyed beans are slightly higher at $10.25. Onions are selling at $2.50 per 75 lb. bag. New laid eggs are somewhat easier, being quoted now at 55 to 60, while case eggs are at from 50c-54c. Apples are plentiful and are selling at from $2.50-$3.50 a barrel. Oranges are selling from $7.50 to $8.50 and grape fruit at from $5.50 to $6.00.

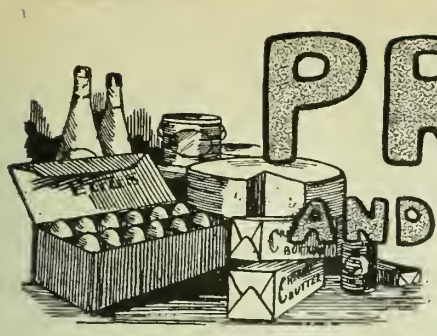
ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 50
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	....	0 87
Rolled oats, bbl.	....	12 50
Beans, yellow-eyed	....	10 25
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	0 55	0 60
Eggs, case	0 50	0 54
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 47
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	....	....
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	....	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	....	2 50
Lemons, Cal., Messina, case	7 50	8 00
Oranges, California, case	7 50	8 50
Grapefruit, case	5 50	6 00

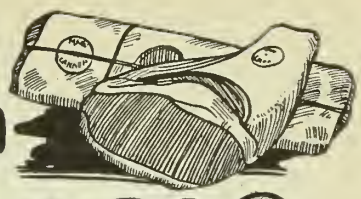
GOING SOME.

"I was outspoken in my sentiments at the club this afternoon," said Mrs. Garrulous to her husband the other evening.

With a look of astonishment he replied, "I can't believe it, my dear! Who outspoke you?"



PRODUCE AND PROVISIONS



Cheese Handlers Must Carry Only 40,000 lbs.

Announcement of Food Board Restricts the Amount to be Held by Handlers After April 1—Probably Forecasts Increased Prices

A RATHER surprising communication has been received by cheese handlers from the Canada Food Board at Ottawa.

This letter contains a notification that the stocks of all dealers on April 1 must be reduced to a maximum of 40,000 pounds. This notification dropped something like a bomb while the produce trade was recovering from the effects of the licensing regulations. In effect it is anything but a pleasing regulation. It is pointed out by one handler that the trading in cheese of an average sized business would be 500 boxes, while some firms would double that amount. The 500 boxes would represent the 40,000 pounds that the trade is permitted to carry. In other words, if no change is made, the cheese merchant will have on hand just one month's supply. New cheese will be coming at that time of course, but there is a comparatively limited demand for new cheese, and the complications possible in this situation are obvious.

Moreover there has apparently been no thought of making a difference between the small handler and the large. In other words the small dealer will have a pronounced advantage over the larger handler. His 40,000 lbs. may mean a five months' supply or even more.

The probability is that with the new pack of cheese there will be a new price set. It is probably the idea of the Food Board that the supplies of old cheese will have to increase in price in sympathy with this change, and that therefore they will force on the market as much as is possible before that time. That is the only solution that seems to present itself at the moment.

The following is a copy of the notification referred to:

Re Cheese

Under the powers vested in the Canada Food Board we require from you the following information:

1. The quantity of cheese on the 1st of March, 1918, in your custody or control.

2. The names of the owners thereof.

3. The length of time that same has been in your possession.

The new supply of cheese will be available for the Canadian market from the 1st of April, 1918, onwards.

We notify you that it is the intention of the Canada Food Board to have all stocks of cheese reduced to a maximum of forty thousand pounds to be owned by any dealer on the 1st of April, 1918.

The Allies desire to purchase cheese, and it is the duty of this Board to facilitate the export of any surplus to Great Britain and the Allies.

We also beg to advise you that any surplus over and above forty thousand pounds in the hands of any one dealer on the 1st of April, 1918, except by written permission from the Canada Food Board, will be dealt with by this Board under the powers vested therein.

Western Produce Men Protest Strongly Against New Egg Standards

Claim New Regulations Favor East at Expense of Western Producer—New Regulations Would Eliminate Alberta and Saskatchewan Handling Special Eggs

WESTERN produce men are up in arms over the proposed regulations respecting the grading and marking of eggs under the provisions of the Livestock and Produce Act. The claim is made that if the proposals to change the Canadian standards on specials from 45 to 47 lbs. per case, and on No. 1's from 44 to 45 lbs. per case go through, it will practically eliminate Saskatchewan and Alberta in the handling of special eggs.

Strong exception is taken to the fact that Saskatchewan produce men have not been consulted with reference to the proposed changes, and at a meeting of the Regina Board of Trade on March 7, a resolution was passed protesting against the proposed changes until Saskatchewan, as one of the leading poultry provinces of the Dominion, has been consulted. Saskatchewan produce men in common with produce men from Alberta and Manitoba object strongly to the proposed increase in weights, and wires to this effect are pouring into Ottawa from all parts of the West.

N. H. Eden, of the produce department of the P. Burns Company, Regina, in discussing the question, states that the suggestion came from a meeting of Eastern dealers held recently at London, Ontario. The proposed changes might be beneficial to Eastern dealers, but conditions in the West are entirely dissimilar, and it would not be in the best interests of the West to raise the standards, as proposed, from 45 to 47 lbs. for specials and from 44 to 45 lbs for No. 1's. In the West the poultry industry is not so long established as in the East, with the result that not so many large eggs are obtainable. Where too many big eggs are packed in a case they cannot be handled without heavy loss from breaking. There was no need to go under 45 pounds for specials, the standard in the United States, but a certain leeway should be allowed, which would not be possible if the standard was raised to 47 pounds.

James Strathdee, of Campbell Wilson and Strathdee, wholesale grocers, agreed that there should be some improvement in the handling of eggs, but he protested strongly at any action being taken without the logical centres for egg handling being notified.

J. B. Fodie, of the Western Producers, Regina, was of the opinion that the proposed regulations, if enforced, would make shipments to Eastern points impossible. The percentage loss through breakage, he stated, would also be greatly increased.

H. G. Smith, of the H. G. Smith Company, Regina, said it was a radical change. Saskatchewan was coming to the forefront very rapidly as an egg shipping province, and the proposed increase in weight might result in a large number of eggs going out of the province

as No. 2's, thus practically eliminating the specials.

At a meeting of the Regina Board of Trade it was stated that it appeared as if copies of the proposed regulations had been sent only to those districts which had representation at the London conference, the regulations having been received in Regina through a round-about source.

Canadian Packing Houses Under Regulation

Limited to 2 Per Cent. on Turnover or 11 Per Cent. on Invested Capital—Much More Stringent Than American Legislation on Same Subject

THE order-in-council regulating the profits of the packers was made public early this week. These regulations are of a very stringent character, and provide what appears like a double check. Businesses having an annual turnover of more than $750,000 must not make more than 2 per cent. profit on that turnover, or 11 per cent. on their invested capital. In other words, the practical application of the double regulation would seem to be that the packer can have only such profit as is represented by the lowest of these two. Under the regulations, which apply as from January 1 of this year, packing houses having a gross annual turnover of $750,000 or more must not make more than 2 per cent. on their gross annual sales, or more than 11 per cent. profit on actual capital investment.

Another feature of the new regulations is that where capital stock has been increased since January 1 last the Minister of Finance may determine whether or not such increase shall be allowed in whole or in part in fixing the true amount of actual working capital on which the limited dividends may be fixed.

Additional safeguards are also provided to prevent any evasion of the spirit of the regulations through the payment of excessive salaries or the setting aside of undue amounts for repairs, maintenance, etc.

As compared with the United States regulations, the new Canadian tax on packing houses is more onerous. In the States the regulations apply only to packing houses with an annual turnover of one million dollars or more, and the profit allowed is 2½ per cent. on total sales, as compared with only 2 per cent. in Canada.

Use Smoked Fish for Breakfast

This is an Opportunity to Advise Departure From Use of Bacon and Eggs Two or Three Days a Week—Is Very Appetizing.

MORE fish on the breakfast table, that is a sensible suggestion and one that the merchant may well foster. Fish is a natural breakfast food. Being light and appetising it will appeal to the man of the house and to the members of the family generally.

The varieties that are now palatable and seasonable are smoked kippered herring and finnan haddie. The promptness with which they may be prepared is a great talking point and this will be the basis of many a sale to the grocer or provisioner who will go after business.

It is well for the grocer to take more interest in the sale of fish. The food controller is advising it and with the splendid advertising assistance thus given grocers can follow up the matter very readily and by so doing build up a substantial business that will mean money in the merchants' pockets and satisfaction in the customers' homes. A little might be said by way of suggestion regarding making it even more appetising. The merchant might for instance suggest that a little sauce be added or some lemon juice. In many homes where bacon and eggs have been in daily use this suggestion would make possible the adoption of a varied diet and the results would be better for both the dealer and the family.

In speaking with a large fish merchant in Montreal the other day, CANADIAN GROCER learned that the importer feels that more stress might be laid by the merchant on selling the fish best suited to the needs of the housewife. Certainly this is one of the ways the merchant has of making sales larger and more general, and of adding a very suitable department to the store.

PROSPECTS FOR MARGARINE NOT BRIGHT

European Allies to Get First Call—Possibility That Small Quantity May Be Licensed for Export.

THERE has been a good deal of interest taken of late in the question of the likelihood of further licensing of margarine for import to Canada.

The prospects at this time are not particularly bright. In response to enquiries of American manufacturers, as to why they have been permitted to enter a market and make efforts to build up trade if they were not to be permitted to continue that business the United States War Trade Board has notified all manufacturers of margarine that the export of margarine to Canada is entirely dependent on the demand for the product from the other allies.

They argue that Canada is not in any pronounced need of these supplies, while Britain and the other allies distinctly are. The needs of the allies across the seas is emphatically stated to be the first demand. At present, owing to the restrictions that have been imposed in Britain, there is believed to be a small surplus of edible fats. This condition, however, might be changed at any moment by increased difficulties of transportation. Should it be found, however, that this condition is maintained it will be possible to release some supplies for export to Canada. That is about the best hope that is held forth at the moment for any further licensing of supplies of margarine for Canada, there is a fairly general feeling, however, that there will be found to be a sufficient surplus in the United States to ensure the Allies against any shortage, and at the same time permit of some measure of export to this country. At the best, however, there is not likely to be any heavy supply of stocks available, and that probably not before the beginning of the month.

LARGE PACKING HOUSE MERGER

Harris Abattoir Company Secures Control of Large Western Plant

It is announced from Winnipeg that the Harris Abattoir Company had secured the control of the Gordon Ironside and Fares Company by the purchase of 51 per cent. of its stock.

It is reported further that the move into the Western field is part of a big plan to increase the output of Canadian packing facilities and that British capital is available in large sums for the purpose.

TO REVISE FISHERIES' TREATY

Many long-standing international questions arising out of treaties governing the Atlantic fisheries will be setled at the present session of the Federal Parliament between the Canadian and United States Governments by an order promulgated in both countries as a war measure. Under the arrangement, fishermen from one country will enjoy new privileges in the ports of the other. Canadian fishing vessels will be permitted to land their catches at United States ports for sale on the United States market. Fishermen from the United States will have similar rights in Canadian ports and on the Canadian market. Fishing vessels will be allowed to clear directly from the ports of either country for the fishing grounds instead of being required to clear for a point in their own country. Under the new arrangement the license fee of $1.50 per ton of registered tonnage of fishing vessels wishing to land their catches in the United States for shipment in bond to Canada will be reduced to a nominal figure. The same will apply to United States boats landing their catches in Canadian ports for shipment to the States. Licenses will be issued to power vessels as well as to sailing vessels.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

REGULATIONS in respect to the handling of cheese have been issued by the Food Control Board, which sets a limit of 40,000 pounds as amount of stock wholesalers will be permitted to have on hand on April 1. This is going to work a decided hardship on the larger handlers, many of whom carry more than this quantity at all times for "old" cheese. This ruling is interpreted as meaning higher prices on April 1, when the new make will be available.

Dressed meats record advances nearly all along the line. The market is very firm and the demand good. Live hogs show no advance in price, and receipts are limited. Shortening is very scarce and manufacturers intimate that there is great difficulty in supplying regular customers.

Supplies of margarine are dwindling, and no definite word has yet been given out in respect to further shipment from the United States. If a surplus of edible fats over and above the requirements of Great Britain and her allies exists, it may be used in the manufacture of margarine. Canada is assured supplies if at all possible to ship same, and the first of April may see some margarine released.

Further declines are recorded for the week in new-laid eggs. Storage eggs are practically off the market. Butter seems somewhat easier though no change has been made. Poultry of all kinds remains high and some advances have been put into effect. Fish is in fair demand and prices show little fluctuation.

Hog Prices Up; Bacon Higher.

Montreal.

PROVISIONS.—There is no reported scarcity of hogs but the deliveries are limited still and this has kept prices to a high level of $20.50 to $21 per 100 pounds. If anything there is a stronger tone to the market than last week, and while the condition of the hogs received is better than it has been, larger receipts would have the effect of easing prices. In some quarters the dressed product is selling as high as $28 for choice grades. Excessive prices are thought to have caused a restricted demand but even at this the surplus is not great. Backs and roll bacon are both higher.

Hogs, dressed—		
Abbatoir killed	27 00	28 00
Hogs, live	20 50	21 00
Hams—		
Medium, per lb.	0 32	0 33
Large, per lb.	0 29	0 29½
Backs—		
Plain	0 41	0 42
Boneless, per lb.	0 44	0 45
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 32	0 33
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	....	0 47
Shoulders, boiled, per lb.	....	0 40
Shoulders, roast, per lb.	....	0 42

Lard Market In Strong Position

Montreal.

LARD.—With demand continuing good and supplies of hogs a big factor because of their scarcity lard holds firm. There is a less spread this week and supplies will be light until hog receipts improve. The trade from country points continues good as well as that within the city, and while there is ample to met this, there is still no great surplus. Prices hold without change as follows:

Lard, Pure—		
Tierces, 400 lbs., per lb.	....	0 30½
Tubs, 60 lbs.	....	0 30½
Pails	....	0 31
Bricks, 1 lb., per lb.	....	0 32

Congestion Limits Cottonseed Oil Delivery

Montreal.

SHORTENING.—An easier condition would prevail in the shortening market were it possible to get shipments forward that are on the way. There is a more promising outlook, and just so soon as delivery can be facilitated the jobbers expect to get the supply that they so much want. A good demand still exists and this will likely be active in view of the shortage of other substitutes. City and country trade is satisfactory for this product, and prices are as follows:

Tierces, 400 lbs., per lb.	....	0 26
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	0 26	0 27¾

Stiffer Prices For Poultry—Receipts Light

Montreal.

POULTRY.—There have been some advances this week for poultry. With the continued good demand and the lighter receipts this has been inevitable and the increases are from one to three cents per pound on various kinds. Now that the egg producing season is on there will be a short supply of chickens, it is expected, and ruling quotations are likely to remain firm and to advance in some instances. Some jobbers feel that a great many of the poultry men will keep considerable of their flocks for their own use, other products being so high. With the week's revisions upward on old fowls, milk-fed chickens, ducks and turkeys, prices are as follows:

Poultry—		Dressed
Old fowls	0 30	0 31
Chickens (milk-fed)	0 37	0 38
Roasting chickens	....	0 35
Young ducks	....	0 30
Turkeys (old toms), lb.	....	0 36
Turkeys (young)	....	0 38
Geese	....	0 28

Egg Market Erratic Revisions Downward

Montreal.

EGGS.—The fluctuations on the Chicago market have had a like effect here and the prices have ranged from 38c to 33½c in Chicago and finally settled down to around 35c. A great percentage of the new-laids received and sold here are from the United States markets. Weather conditions in the south have permitted the shipment of large supplies to Chicago and other northern points, and in view of the fact that the Canadian production is not large as yet, these have been drawn on by some of the local produce men to the extent of 90 per cent. of their needs. Prices still range here around 52c per dozen for the new laids, while the old storage stock is reported to be very well cleaned up. If the production continues to improve as it has done recently, there will doubtless be a more favorable market still.

Eggs—		
New-laid	....	0 52
No. 1's	....	0 47

No Supplies Margarine Except From Home Makers

Montreal.

MARGARINE.—The margarine market is still bare of supply in many quarters as none is coming forward from the States. The local produce men state that what is being sold is either the local or Canadian product, or that the limited offerings are such as have been available out of imports made when the product was permitted to come forward under license. Prices are maintained without change and the demand is fairly good.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Better Receipts Butter, Prices Easier

Montreal.

BUTTER.—While there are no new quotations available for butter there is an evident weakness in the market and this has been the result of better receipts and of a slightly smaller demand. In some instances it is reported that more favorable prices than those quoted below, to the extent of one cent. per pound, are available. There has been some uneasiness with regard to the supply, and

in certain quarters this was thought as probably inadequate for the need until early summer. Now, it is stated that there is likely to be sufficient for the local and country demand until new grass made is available.

Butter—		
Creamery prints, storage	....	0 52
Creamery solids, storage	....	0 51
Creamery prints (fresh made)	0 49	0 50
Creamery solids (fresh made)	....	0 48½
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	....	0 39

Govevrnment Looking For Exportable Lots Cheese

Montreal.

CHEESE.—There is a fair volume of business and plenty of stock to meet the needs of the local and country demand. It was stated to CANADIAN GROCER that there is some enquiry by the Cheese Commission as to the surplus stock that may be available for export to Great Britain. No new cheese is now being offered, excepting probably a few lots of fodder-made product.

Cheese—		
Large, per lb.	0 22½	0 23½
Twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Oysters Down, Fish Demand Easier

Montreal.

FISH.—There was a general large demand for fish during the opening days of Lent and dealers stocked up well. This is thought to have had an effect on demand for the past week, which has lessened somewhat. There is still a satisfactory volume of business notwithtanding. Lobters are scarce and very high. Frozen tom cods are lower at $3.80 to $4. Smelts are less and oysters are very much lower as shown below. In fresh fish haddock is quoted lower, while steak cod, dore and flounders are firmer. Supplies of frozen sea and lake fish are decreasing in some varieties. Among these are herring, dore, haddock and mackerel. Fairly good supplies of frozen salmon, halibut and sea trout, as well as of mackerel are still available. Eastern fresh fish is coming in more freely. Demand for bulk and shell oysters is smaller, and this is reflected in the reductions made below.

SMOKED FISH.		
Haddies (fresh cured)	0 18	0 19
Haddies (frozen)	0 16	0 17
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 23	0 24
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50
SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 50	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.		24 00
Do., tierces	....	34 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	9 50	10 00
Green Cod, No. 1, per bbl.	....	15 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.		22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	15 00
Do., half barrels	....	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 55	0 60
Prawns, lbs.	....	0 30
Shrimps, lb.	....	0 80
Scallops		4 00
FRESH FROZEN SEA FISH.		
Herring, large sea, lb.	....	0 08
Herring, frozen lake, lb.	....	0 06
Halibut	20	21
Haddock	9	9½
Mackerel	17	18
Cod steak, fancy, lb.	09½	10
Cod—Toms	3 80	4 00
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12½	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	1 60	1 75
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	7 50
3 gal. (wine) cans	....	4 50
1 gal. (wine) cans	....	1 60
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 09½	0 10
Steak cod	0 12½	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	0 08	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18
Mackerel, per lb.	....	0 14

Advances Made in Dressed Meats.

Toronto.

PROVISIONS.—A decidedly firmer situation exists in all dressed meats, and an advance in practically all lines of from one to two cents per pound has been made. Stocks are very light and no improvement in this condition is expected for some little time.

Shipments of live hogs are slow and uncertain, and the market remains unchanged at prices ruling last week of $19.75 fed and watered and $20.00 off cars. No difficulty in disposing of hogs is evident, all arrivals being quickly taken delivery of.

Hams—		
Medium	0 34	0 35
Large, per lb.	0 27	0 32½
Backs—		
Plain	0 40	0 46
Boneless, per lb.	0 44	0 49
Bacon—		
Breakfast, per lb.	0 39	0 41
Roll, per lb.	0 33	0 34
Wiltshire (smoked sides), lb.	0 35	0 41
Dry Salt Meats—		
Long clear bacon, lb.	0 28	0 31
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 46	0 47
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	56 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	....	27 50
Live, off cars	....	20 00
Live, fed and watered	....	19 75
Live, f.o.b.	....	19 00

Very Firm Situation In Shortening

Toronto.

SHORTENING.—"We are taking care of our old customers as best we can and nominally quotations remain unchanged, but a district shortage exists and we are soliciting no new business whatever for shortening materials. A very firm situation exists, and the railways are tied up so that we cannot figure on getting deliveries at all." This view, expressed by one manufacturer, was that held by all in respect to shortening. The price basis maintained from last week is 26c to 26¾c per pound, tierces.

Shortening, tierces, 400 lbs., lb.	0 26	0 26¾

In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Goes Higher; Stocks Light

Toronto.

LARD.—An advance of about ¾c per pound over quotations ruling last week is evident in prices on lard. The market is very firm but stocks are extremely light. The restricted receipts of hogs is exerting a firmer influence and more than that is helping in keeping stocks below normal. The demand is good and quotations now range from 30¼c to 31c per pound tierce basis.

Lard, pure tierces, 400 lbs., lb.	0 30¼	0 31

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Margarine Shipments Depend On Allies

Toronto.

MARGARINE.—Latest advices from the United States indicate great uncertainty in respect to shipping further supplies of margarine to Canada. It depends altogether on whether a surplus of edible fats exists that will not be required by Great Britain and her allies. A recent letter from the War Trade Board to manufacturers states that they expect to be able to let Canada have a limited supply of margarine after April 1. However the position taken by the Board is that the European Allies are in need of all surplus foods and they will be given first call on all supplies in the United States. Shipments of margarine as a manufactured product overseas are not likely to be heavy.

Locally stocks of margarine are very limited, and in some quarters the view is freely expressed that further shipments are unlikely. Others again seem to think that permits will be issued and that margarine will soon be available in reasonable quantities. It is at least gratifying to note the spirit of co-operation, which is being exhibited between the United States and her European

allies and Canada cannot raise any great objection to their being first on the list.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Easier Feeling In Respect To Butter

Toronto.

BUTTER.—An easier feeling exists in respect to butter this week, and no change in price has been recorded. Reports from Montreal indicate that fairly heavy stocks are available and this will serve to keep prices from going higher though no immediate drop is anticipated.

Should margarine be available the conseusus of opinion is that dairy butter will decline. No standard has been set for this, and, whereas some dairy butter is of excellent quality, there is a great deal that is very poor. The tendency would seem to be that the class of dairy butter offered in competition to margarine will be of the better grade. Prices remain unchanged as follows:

Creamery prints, fresh made	0 52	0 53
Creamery solids, fresh made	0 49	0 50½
Creamery prints, storage	0 50	0 52
Creamery solids, storage	0 49	0 50½
Dairy prints, choice, lb.	0 40	0 46
Dairy prints, lb.	0 36	0 40

Lower Prices Rule On New-Laid Eggs

Toronto.

EGGS.—Shipments of eggs show improvement during the week. Canadian production has increased and an easier tone is evident in the market. Prices show further declines, and this is due to improved weather and transportation conditions. In some quarters quotations have been withdrawn altogether on storage eggs. Stocks are reported to be short, the fag-end of Western eggs now being offered.

Eggs—		
New-laids, in cartons	0 48	0 51
Do. loose, doz.	0 47	0 48
Storage, No. 1, ex-cartons	0 38	0 40

New Ruling On Cheese To Be Adopted

Toronto.

CHEESE.—The Canada Food Board has circularized the trade regulating the sale of cheese, and stipulates that no more than 40,000 pounds must be in stock on April 1 when the new make will commence to arrive. This is going to work a hardship on many of the large dealers, many of whom keep more than this quantity on hand for "old" cheese. Stocks are fairly heavy and one interpretation of the order is that cheese is to advance on April 1. A permit will have to be secured for any stock over and above the amount provided for in the circular.

The market held firm and no change in price has been recorded for the week:

Cheese—		
New, large	0 22¾	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Poultry In Firm Market; Good Demand

Toronto.

POULTRY.—A good demand is evident for frozen poultry of all kinds and an advance in prices paid for live poultry has been made to 28 cents per pound. The tendency throughout is for firm prices, and an upward trend is shown in quotations given herewith:

Prices paid by commission men at Toronto:	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 16- 0 18	0 22- 0 24
Turkeys	....- 0 27	0 29- 0 40
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.	0 27- 0 28	....- 0 30
Hens, under 5 lbs.	0 25- 0 27	0 26- 0 28
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 35
Chickens, under 4 lbs.	0 22-0 25	0 26- 0 30
Squabs, dozen	....- 4 50	....- ....
Prices quoted to retail trade:		
Hens		0 28-$0 35
Ducks		0 30- 0 32
Chickens		0 35- 0 38
Do., milk-fed		0 35- 0 39
Turkeys		0 39- 0 45
Geese		0 20- 0 27

Haddock Decline; Market Steady

Toronto.

FISH, OYSTERS.—The strike of the Grand Trunk freight handlers is resulting in an accumulation of local shipments in warehouses, and the improved receipts of Western fish are not being distributed over as large a territory as might otherwise have happened. The demand is very fair and receipts of all lines are equal to the calls. The market remained steady and very few changes are reported. Frozen herrings are being quoted as high as 9½c to 10c per pound, while haddock, headless and dressed, show a wider range with a reduced price of 7c per pound to the higher figure of 10c per pound.

SMOKED FISH.		
Haddies, per lb., new cured	0 14	0 16
Chicken haddies, lb.	0 10½	0 12
Haddies, fillets, per lb.	0 14	0 20
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 65
Digby herring, skinless, 10-lb.	2 20	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quall on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Hallfax shredded cod, 24s	....	2 20
Salt mackerel, kits, 15 lbs.	....	4 50
Labrador salt herring, barrels	11 00	11 50
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	....	0 20
Do., Restigouche	....	0 27
Haddock, headless and dressed, lb.	0 07	0 10
Herrings, frozen	0 09½	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 07	0 10
Cod, market, heads on, lb.	0 06	0 10
Mackerel, frozen, lb.	....	0 12
Flounders, frozen	0 07	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 12	0 17
Do., No. 2, lb.	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	....
Herring, Lake Erie, pan frozen	....	0 10
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	....	....
Mullets, frozen, lb.	0 06½	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 60	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	....	14 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

American New-Laid Eggs Open At 48-50c

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market continues very firm, prices ranging from $19.10 to $19.25. The demand is good from local packers. No change has been made in provision prices; the market is firm, although with Lent now on trade has been somewhat slow on all lines. Eggs.—Storage stocks are almost entirely cleaned up, but quite a few American new laid eggs are arriving, bringing 48c-50c. This is about the same price as American new laids opened last year. The arrival of American eggs will help to look after the demand until our own new laids begin to arrive. These should not be long in coming if the present mild weather continues. Butter.—In view of the high price being paid for good creamery and the present shortage, a good demand has arisen for margarine. Price of American butter is too high to bring in and for that reason the trade will have to get along with what Canadian butter there is until the new make arrives.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 39	0 40
Breakfast, select, lb.	....	0 43
Backs, regular	....	0 44
Backs, select	....	0 45
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 28¼
20s	....	5 95
Cases, 5s	....	17 48
Cases, 3s	....	17 55
Shortening—		
Tierces	....	0 26¼
Tubs, 50s, net	....	13 25
Pails, 20s, net	....	5 55
Fresh Eggs—		
New laids, American	0 48	0 50
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 50
Fresh made creamery, No. 2	....	0 48
Dairy, prints, No. 1 stock	....	0 40
Dairy, regular run	0 37	0 38
Margarine—		
No. 1	....	0 32½
No. 2	....	0 30½
No. 3	....	0 29½

Big Fish Sales; Poultry Market Quiet

Winnipeg.

FISH AND POULTRY.—There are no changes in quotations, and prices which have been quoted for the past two or three weeks will probably continue for some time. Everything is selling well, this being Lent. Lenton season ends with March. Whitefish, being the lowest priced of good fish, is selling exceptionally well. All lines of fish are in good supply. The poultry market is still very quiet, and practically nothing doing.

Pickerel, box lots	....	0 10¾
Whitefish, box lots	....	0 10¾
Haddock, frozen	....	0 10
Salmon, frozen	....	0 23
Halibut, frozen	....	0 20
Cod, frozen	....	0 12
Kippers, boxes	....	2 25
Bloaters, boxes	....	2 40
Lake trout, box lots	....	0 10¾
Mackerel, frozen	....	0 15
Finnan haddie, 30-lb. boxes	....	0 17
Finnan haddie, 15-lb. boxes	....	0 17½
Salt herrings, new, ½ bbl.	....	7 25
Salt herrings, 20-lb. pails	....	1 85
Smelts, Pacific Coast	....	0 18
Brook trout, frozen	0 35	....
Sea herring	....	0 07½
Flounders	....	0 09
Jackfish, box lots	....	0 07½
Tulibees, box lots	....	0 07½
Mullets	....	0 05
Perch	....	0 10½
Soles, lb.	....	0 11
Poultry—		
Roasting chickens, lb.	....	0 22

The utmost in scientific and dependable refrigeration

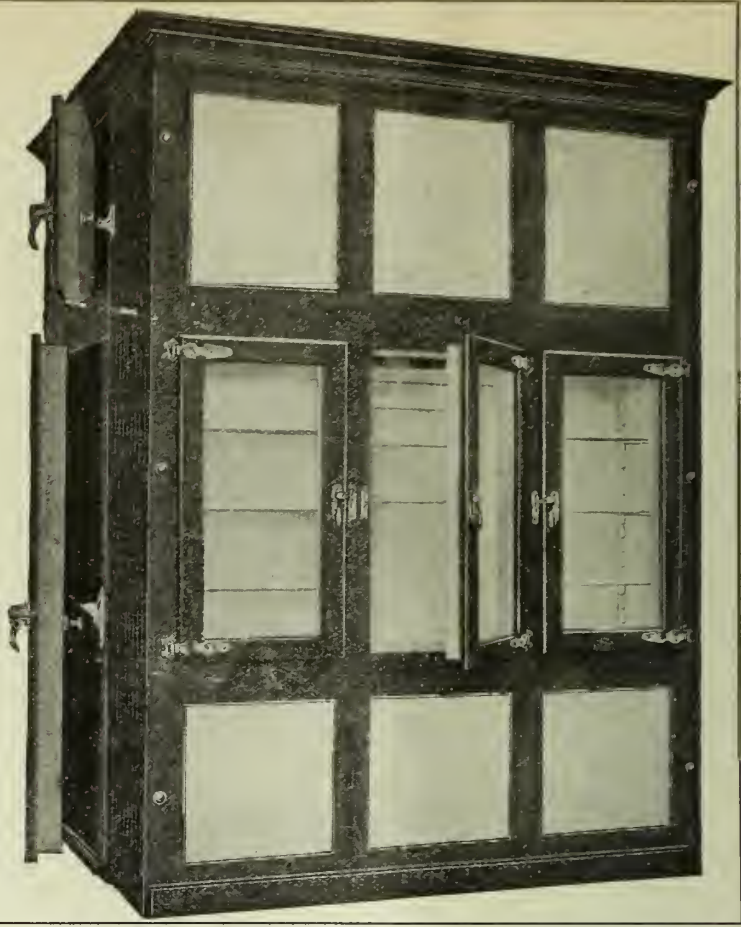
EUREKA Butcher's Refrigerator

The refrigeration principles embodied in this Eureka model make it the most thoroughly dependable refrigerator on the market.

Whatever your refrigerator requirements may be we can help you solve them satisfactorily.

Our 31 years' experience is at your disposal FREE—to help you plan and decide on the system best suited to your wants.

Send for our catalogue.



Eureka Refrigerator Co., Ltd.
11 Colborne Street, - TORONTO
Phone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

Easter

Let us have your orders for **Hams and Bacon** now. We will book your orders for Easter at present list prices.

F. W. FEARMAN CO.
Limited
HAMILTON

More Fish, Less Meat

Save the Meat for our Soldier Boys in the Trenches

Encourage the Government in the good work of solving the food question. This can only be done by installing a good FISH BOX for storage of same.

FREEMAN'S FISH BOX

Complies with the Government requirements. Easily moved and an attractive fixture, finished in WHITE ENAMELLED or MISSION. Built on the same STANDARD as our REFRIGERATORS. We can build them CHEAPER, but we won't. We would build them BETTER, but we can't.

Do not neglect to write to-day for CATALOGUE showing FISH BOXES, sent free.

Manufactured by

The W. A. Freeman Co., Limited
HAMILTON, ONT.

MONTREAL — David H. H. Neil, 16 Notre Dame St. E. Uptown 8547
TORONTO—114 York Street, near King

A View of Our Toronto Plant, showing New Beef Abattoir and Coolers

The New Buildings are on the Left Side of the Illustration

OUR business friends in the city and those visiting the city who have availed themselves of the opportunity to make a tour of inspection of the recent addition to our plant have been greatly impressed, not only with the size and capacity of the buildings, but particularly with the excellent facilities for handling fresh meat.

The buildings themselves are indisputably the most modern and the best equipped of their kind in Canada. In fact, so far as equipment goes, if not as regards size, they compare favorably with the most up-to-date Abattoirs in America.

Machinery has been installed to do practically all the heavy work, and carcass beef is moved easily from place to place by means of track conveyers, thus eliminating as much as possible manual labor, and making it unnecessary for the meat to be touched by hand.

The various floors are lofty and well lighted and cleanliness is a rule which is rigidly enforced in every Department. The drainage system is perfect, and whether at the beginning or the end of the day the same atmosphere of order and cleanliness prevails everywhere.

One feature which has impressed visitors very favorably is the method of cleaning beef after killing. After the beef has been once washed down, practically no water is used for the purpose of cleaning, this being done by dry wiping, a method which, as every butcher knows, tends to enhance the keeping qualities of meat and to prevent mould.

The Cooler Building is a triumph of constructional engineering and refrigerating skill. It stands seven floors in height, each floor being kept at the required temperature by a modern system of sprinkler refrigeration. The several floors set apart as beef coolers are so adapted and screened with glass partitions that should any warm air enter when doors are opened it quickly condenses before reaching the meat, which is thus kept in a dry condition and at a uniform temperature.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Winnipeg Hamilton

BRUNSWICK BRAND KIPPERED HERRINGS

You will sell lots of this Quality Line

Its delicious goodness will appeal to the most fastidious taste. It will pay you to display it regularly and to recommend it strongly.

Get stocked to-day. Packed 4 doz. No. 1 tins to the case.

Include a supply of the following in your order. They're good sellers—tip-top quality every one.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Oval and Round Tins)
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

Every drop will satisfy

Customer-satisfaction is one of the biggest features of Marsh's Grape Juice.

Don't fail to recommend it and get your share of the Marsh demand.

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

The "tang" of the Sea

EASTERN BRAND LOBSTERS

Boost your Fish sales and help win the War. Boost EASTERN BRAND Lobster and win satisfied customers.

The Boys at the Front look for EASTERN BRAND Lobster Paste—It's great.

If your wholesaler hasn't a stock, write to-day to

Eastern Canada Fisheries, Limited

CORISTINE BLDG., MONTREAL

Get stocked now with

MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real MacKay

If your wholesaler hasn't got MacKay's, write to-day to

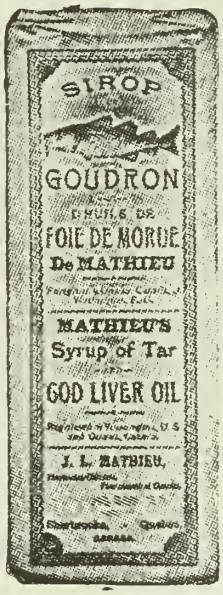
Recommended by Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

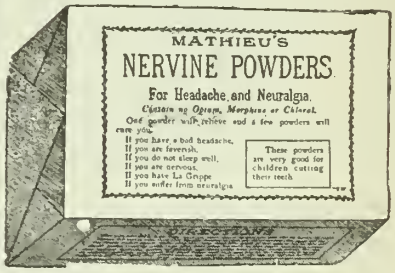
Good Live Sellers



These two handy little preventives are not "cure-alls," but they always give excellent results and people always come back for further supplies.

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE, QUEBEC

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

The Economical Way

"Riteshape"

The choice of containers for various bulk foods now offered for sale is important.

Dishes and cartons should be available in all sizes for the largest to the smallest order.

The "Riteshape" is the only dish available in a wide range of sizes.

Frequently a number of items can be put into the same "Riteshape".

This eliminates the necessity of making several small packages.

The smaller "Riteshapes" give perfect service on little purchases and do not add unduly to the cost.

With all sizes of "Riteshapes." in his store, the dealer can give each and every customer a sanitary, tidy and economical package.

No other dish line offers these advantages.

Victoria Paper & Twine Company

LIMITED

Head Office : TORONTO, CANADA

Branches : Montreal, Halifax and Winnipeg

THE OVAL WOOD DISH COMPANY

Manufacturer

Main Office: Tupper Lake, N.Y.

If any advertisement interests you, tear it out now and place with letters to be answered.

It is Easy to Sell People What They Want

That is why SUNSET SOAP DYES sell so readily. They appeal because they are practical home dyes, simple, cleanly and most economical. Display

on your counter and see how wonderfully successful they are in making sales. They give such splendid results that a person trying one cake is sure to return for more. They make trade and hold it. They cannot spill like powdered dyes. Colors are true, brilliant and lasting. They contain no acids, therefore will not injure the finest material. Satisfactory and most profitable. A trial order will quickly show you their selling qualities.

FOR PRICES AND TRADE DISCOUNTS WRITE

HAROLD F. RITCHIE & CO. LTD., Canadian Distributors **TORONTO, ONT.**

Manufactured by SUNSET SOAP DYE CO. Inc., New Rochelle, N.Y.

"COME IN AGAIN"

It is quite right to say this to a customer, but whether she does or not depends on how well satisfied she is with what you sell her.

"KEYSTONE" Household Brushes

will build up profitable trade for you. Every one in the hands of a customer is a constant reminder that you give good, reliable quality for moderate price.

Write for Prices, Etc.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

If any advertisement interests you, tear it out now and place with letters to be answered.

These are the Malcolm Milk Products

Made-in-Canada by the All-Canadian Condensed Milk Company.

Sweet, pure and delicious these All-Canadian Condensed Milk Products, are exceedingly popular and good grocers in every community find them worth pushing constantly.

A trial supply of Malcolm's will show you the real selling value of their superior quality.

You can always recommend the Malcolm lines fully confident that every sale will satisfy.

Moreover in selling these lines you are doing a lot towards encouraging Canadian capital and Canadian enterprise.

Send for your supply to-day.

The Malcolm Condensing Co.
Limited
ST. GEORGE, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

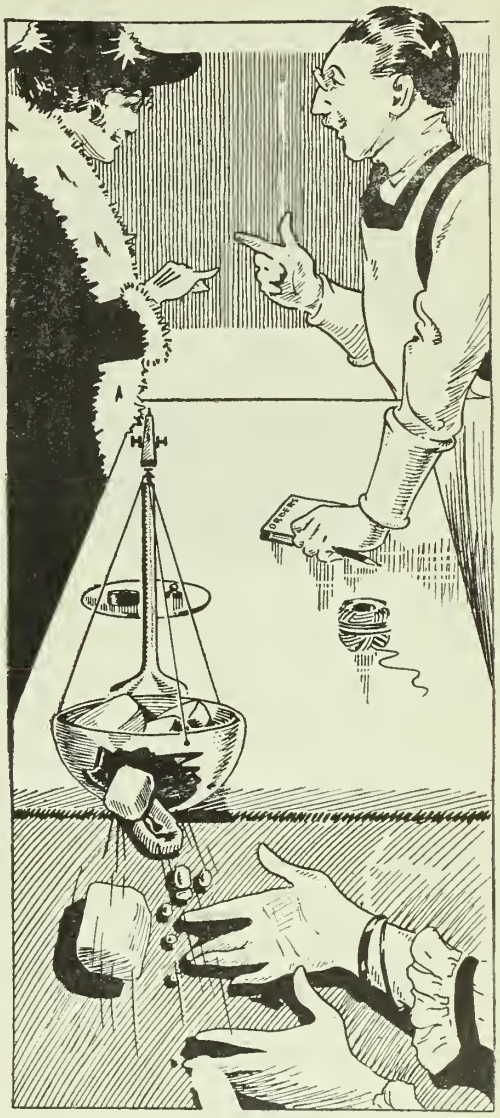
BLUE

Keen's Oxford, per lb. ....
In cases 12—12 lb. boxes to case ....

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½lb. packages, 2 and 4 doz. in box, per doz.	1 80
Chocolate Confections—	Per doz.
Maple Buds, 5-lb. boxes	$0 30
Milk medallions, 5-lb. boxes.	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6 lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

Don't Let Your Profits Leak Through Your Scales



Weigh about one hundred items a day and give but a quarter of an ounce over weight each time and you will have wasted a pound and a half of merchandise.

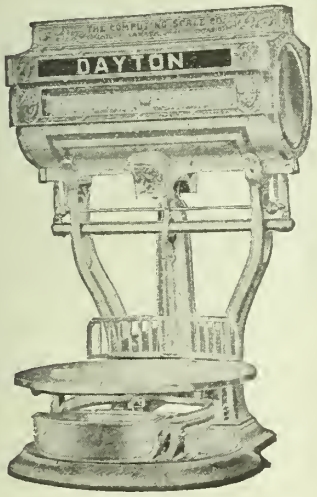
Some may say "This doesn't matter." But it certainly does. In a year it will amount up to about 450 pounds of merchandise.

It has been shown after investigating countless failures in grocery stores that the average merchant is more prone to give overweight than he is to give underweight, and eventually the practice of "guessing the weight," so to speak, results in bankruptcy.

Large stores don't weigh groceries by guesswork. They use Dayton Automatic Scales, so that each customer receives and pays for accurate weight every time.

Why not be influenced by successful merchants and use a

Dayton Automatic Scale



Away with antiquated scales! Start now to weigh and sell goods by the Dayton Automatic Scale method.

War time demands the utmost efficiency in store-management. Your stock represents more money now than it used to. See that every ounce brings its full value to your cash register.

Let us send you our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

LESLIE A. DAVIDSON, Sales Manager

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, Internationa. Time Recorders and Hollerith Electric Tabulating Machines.

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Saves Money
Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

The Imperial Co. Reg'd

645 St. VALIER STREET, QUEBEC, P.Q.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans...	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

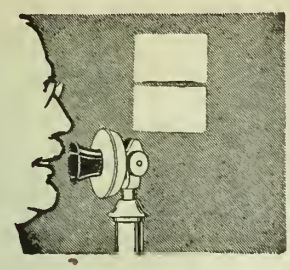
W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn — ½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 3s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold label), individuals, 95s; 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.20; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50; 2s, $5.95.
English Plum Pudding—½s, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage — 1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops — ½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $5.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken — ½s, $6.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch— 1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans, Tomato Sauce—Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s, $2.05; 3s, $3.25. Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 16
D. S. F., ½-lb.	4 20
D. S. F., 1-lb.	7 50
F. D., ¼-lb.	1 15

	Per jar
Durham, 1-lb. jar, each	0 50
Durham, 4-lb. jar, each	1 75



Face Your Telephone

and speak **distinctly and directly into the mouthpiece.** The person you are speaking to will have no trouble in hearing and understanding you no matter how far away he may be.

The Bell Telephone Co. of Canada

"Good Service ..... our true intent."

S. DAVIS & SONS, LTD.

CIGAR MAKERS
MONTREAL

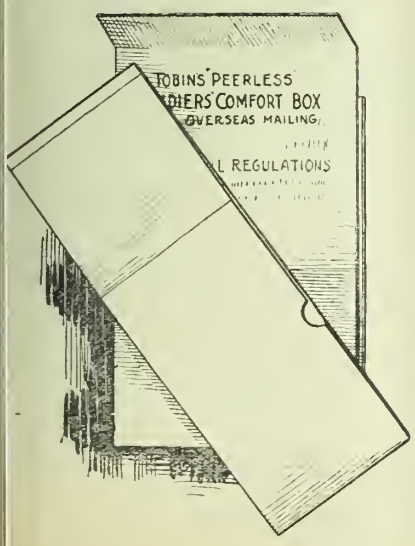
You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" **New Noblemen Superiores**	2 for 25c, equal to most 20c cigars.
" **La Plaza**	2 for 25c, equal to most 20c cigars.
" **Promoter Blunts**	3 for 25c, equal to most 15c cigars.
" **Perfection**	3 for 25c, equal to most 15c cigars.
" **Grant Master Blunts**	4 for 25c, equal to most 2 for 25c cigars.
" **Lord Tennyson**	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

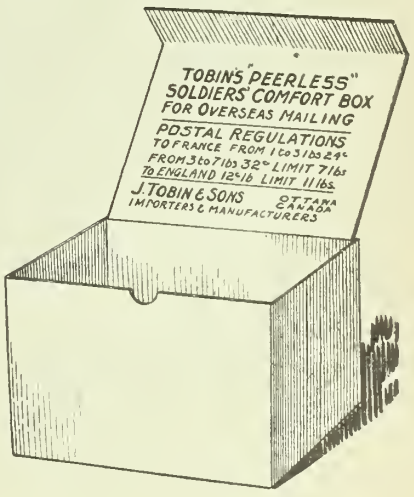
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

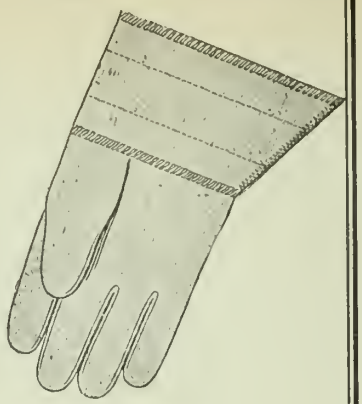
Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.

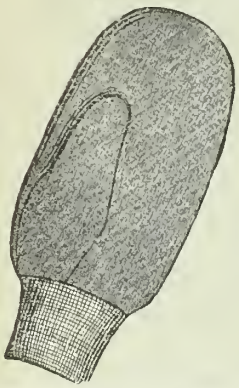

TOBIN'S PEERLESS"
SOLDIERS' COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c 16 LIMIT 11 lbs
J. TOBIN & SONS OTTAWA CANADA
IMPORTERS & MANUFACTURERS

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED BRAND TRADE MARK



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

Suggest this line to every housewife

Critical people everywhere who have tried our

Pure Tomato Paste

find it particularly appetizing and "Delightfully different."

The simple directions on the can will enable the housewife to bring out the full, rich, delicious qualities of this incomparable Tomato Sauce.

Our price leaves you a good margin of profit. Send for trial dozen.

E. W. Jeffress, Limited
Walkerville, Ont.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00
Lemon, 2 dozen	2 00
Orange, 2 dozen	2 00
Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	1 10
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0 10½
Barrels, 200 lbs.	0 10
Kegs, 100 lbs.	0 10
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0 11
8 in case	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½
Kegs, extra large crystals, 100 lbs.	0 10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4.50
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs	$0.07
Half bbls., about 350 lbs	0.07¼
¼ bbls., about 175 lbs	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 05
Barrels, per 100 lbs.	7 50
½ barrels, per 100 lbs.	7 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan	3.80
Metal Outfits, Black and Tan	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s. lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 8s, boxes 5 lbs.	0 61
Pay Roll, thick bars, 1-10s.	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 93
Forest and Stream, ⅛s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. [illegible]	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 97
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

DIRECT IMPORTER

OF

BEANS, RICE, PEANUTS

And other Oriental Products

We invite your inquiries

Established 1883

S. TAMURA

Head Office KOBE

Tamura Bldg.,
VANCOUVER, B.C.

Knox Sparkling Gelatine Sells!

KNOX SPARKLING GELATINE has such a steady, lively sale, due to its great popularity and our steady advertising, that a grocery order is hardly complete unless it contains a package It is known to be the biggest selling gelatine in the United States and Canada, which proves that it will please your customers and should be your best seller. Remember these facts and push its sale Try to get a package into every order because

Every Package Pays You a Good Profit

Charles B. Knox Gelatine Company, Inc. - Johnstown, N. Y.

BRANCH FACTORY, MONTREAL, CANADA

ROSE'S LIME JUICE

The Original and Genuine Brand

The easy-selling, customer-pleasing qualities which characterize Rose's Lime Juice should recommend it to every dealer appreciating lively sales and decent profits.

Rose's Lime Juice has set the standard for upwards of 50 years.

HOLBROOK'S

Imported

WORCESTERSHIRE SAUCE

—the deliciously different sauce that repeats and always satisfies.

Our prices are very attractive, being based on pre-war conditions.

We also supply:

Imported English Malt Vinegar, Sardines, French Olive Oil, Custard Powders and Health Salts.

Holbrooks, Ltd.

Toronto and Vancouver

FISH

Lake Superior Herring in kegs half-kegs and pails.

APPLES

Nova Scotia stock and Georgian Bay brand, Ontario stock.

Write us to-day

Lemon Bros.

OWEN SOUND, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department.
143-153 University Avenue, Toronto.

Business Problems During the War and After

JUDGE ELBERT H. GARY, clerk in a general store, student of law, and head of the United States Steel Corporation, warns business men:

"It is probable that the Russian Revolution and its consequences were planned in Germany, and have been financed and directed by German money and brains. Germany is now endeavoring to 'Russianize' several other countries."

LABOR IS IMPORTANT

Above is one of Judge Gary's warnings. Another refers to labor-power for production of food and munitions of war. Another calls business men to organize for efficiency. The whole article is head and shoulders above average 'war-business' articles because Judge Gary is head and shoulders above even his peers in big business.

IN THE FINANCIAL POST

You can get the business value out of this powerful article to-day, for it appears in THE FINANCIAL POST for this week. Some one you know subscribes for THE FINANCIAL POST. Think of the most efficient friend you have. 'Phone him and borrow his copy.

OTHER CONTENTS TO NOTE

Besides Judge Gary's article in this week's FINANCIAL POST, look for these headings. There's worth-while business news for you in every one of these items:

Outlook for Trade in Russia after War.

Sir Robert Borden and Luxury Imports.

Ontario Guarantees Loans to Farmers.

The Future of the Grand Trunk and C.P.R.

The "Muddling Along" Policy with the War.

The Making of a Mail Order King.

Canadian Car Co. Had Big Profits.

Larger Profits for Dominion Canners.

These articles and many others on current business affairs appear in THE FINANCIAL POST of date March 9th. To read THE FINANCIAL POST this week and every week is to place yourself head and shoulders higher in business information than the rank and file whose news comes to them haphazard. THE FINANCIAL POST has a staff of expert editors with representatives in important centres. The Editors of the strong group of THE MACLEAN BUSINESS NEWSPAPERS add their intensified practical knowledge of the different business fields each week to the news columns of THE FINANCIAL POST.

Sign this coupon. Send it, and secure POST service.

.....

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

Send me sample copy of THE FINANCIAL POST (current issue). Cross out if not required.

Name .....

Address .....

C.G. 3C

Fish for Good Friday

Anticipate your wants ahead. We are booking orders now so as to avoid delays and disappointments.

Will have full supplies:

Fresh Cod, Haddock, Frozen Whitefish, Tulibees, Smelts, Halibut, Qualla, Sea Salmon, Haddies, Fillets, Ciscoes.

Celery, Cauliflower, Pineapples, Bananas, Apples, Lettuce, Oranges, Lemons, Etc.

The Best of Everything.

WHITE & CO., LIMITED

WHOLESALE FRUITS AND FISH

Toronto

ORANGES

Finest Sunkist Navels
Extra Fancy Florida Valencias
Sweet, Juicy, Fine Color
All Desirable Sizes

APPLES

Finest Western Box Apples
Rome Beauty, Winesap, Ben Davis
Best Ontario and Nova Scotia Packs in Barrels
Starks, Baldwins, Ben Davis

CELERY

California's Best Stock Always on Hand

FISH

We carry a full stock of all the best selling lines

Send us your order

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

FOR THIS WEEK

Fresh Car

New Florida Cabbage

3 Cars

Extra Fancy

California Navel Oranges

mostly large sizes.

2 Cars

Extra Fancy

Florida Grape Fruit

All sizes, 36s. to 96s.

" The House of Quality "

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

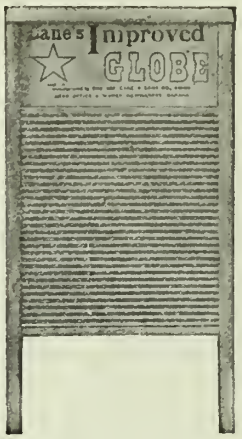
If any advertisement interests you, tear it out now and place with letters to be answered.

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

BULL DOG BRAND
We Clean up Everything
Chloride of Lime
KEEP IN A DRY PLACE
MANUFACTURED BY
The JOHN B. PAINE CO., Limited, Toronto

There's Quality and Quantity in "BULLDOG" CLEANERS

The exacting chemical supervision under which they are produced is a thorough guarantee of good quality in every "Bulldog" Cleaner.

Attractively labeled generous sized packages attract attention and make sales easy. And every sale is a "repeat" getter.

Grocers everywhere are making good profits pushing the 19 "Bulldog" Cleaners.

Be one of them.

The John B. Paine Co., Limited

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Factories at Toronto and Winnipeg

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOlutely the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

GENERAL STORE BUSINESS IN WESTERN Ontario. Good clean stock of $6,000. Turnover last year $20,000. Solid brick store and dwelling attached. Apply Box 280, Canadian Grocer.

A NO-CREDIT GENERAL STORE BUSINESS of 23 years' establishment, with store, house, stable and warehouse all about or good as new. Situated in Annapolis Valley, Nova Scotia. Address Box 288, Canadian Grocer.

GENERAL STORE BUSINESS — WESTERN Ontario village; $7,000 stock in best condition; $95 brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

A GENERAL STORE BUSINESS OF 24 YEARS' standing for sale. Stock about $8,000; cash business last year $24,800; dwelling in connection; stock clean and up-to-date; good country trade. Also for sale meat shop, stable and drive barn. Situated half mile from station on C.P.R. Good chance for a good live man as I am retiring. Box 282, Canadian Grocer.

CORNER GROCERY BUILDING FOR SALE, now rented and doing good paying business; no horse; good locality, overlooking park, 8 rooms. Apply owner, McCaw, Galley and Roncesvalles Ave., Toronto.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED—EXPERIENCED GROCERY SALESman, permanent position at a good salary for the right man. Baker & Baldwin, Llndsay, Ont.

SITUATIONS WANTED

YOUNG MARRIED MAN WITH TEN YEARS' retail experience, desires position as traveller with good wholesale house. Highest references. Apply Box 285, Canadian Grocer.

RETURNED SOLDIER WHO HAS HAD 9 years' grocery experience, desires position. Can furnish first-class references. Apply Box 287, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion, with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Grocery Clerks

Old-established Regina, Saskatchewan, Wholesale Grocery House has opening in office for two experienced and thoroughly competent grocery men. Applicants please state length of experience and positions held during past five years. None but capable grocery men need apply. Apply in own handwriting, if possible enclosing latest photo, which will be returned. Excellent opportunity for progressive men to enter wholesale trade. Applications strictly confidential. Apply Box 289, Canadian Grocer.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY,
SELECTED EGGS, OLEOMARGARINE,
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"
STONE - GROUND

From Choicest Ontario Wheat.
The Most Wholesome Flour Made.
$5.75 per 98 lb. sack.
Freight paid (Montreal rates) 5 sack lots.

Made by
T. A. KIDD & SONS
BURRITT'S RAPIDS - ONTARIO

PAPER BALERS

All-Steel "Fireproof"
Made in 12 sizes.
Send for catalog.
Climax BalerCo.
Hamilton Ontario

TANGLEFOOT

The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

Have you got your hand

tight on all your money? If you are owed here and there, well, you are simply losing some of your profit.

LET US COLLECT YOUR BILLS

We have the organization. We can reduce your "Bad Business" account to an insignificant figure. Just send us particulars, we'll soon send you the money.

No Collection. No Charge.

The NAGLE MERCANTILE AGENCY,
Westmount (Montreal), Q.

This paper circulates in every province, is the best authority in the grocery trade, and so is read by those who want to know; that is why it pays to advertise in CANADIAN GROCER.

Three dollars a year is all it costs to have this publication mailed to your address every week.

FIRST AID IN THE KITCHEN +

A Good War Time Specialty

For mending holes in all kinds of Pots, Pans, etc. Graniteware, Aluminum and other kinds.
Easily applied with the finger and ready for use in two minutes. Sells well at a good profit; put up in attractive display stands.

From your Wholesaler, or write us direct.

H. NAGLE & CO., BOX 2024, MONTREAL

VOL-PEEK

KING GEORGE'S NAVY

CHEWING TOBACCO

is known and appreciated all over the Dominion

When you handle King George's Navy Chewing Tobacco you are handling a line that is known to all lovers of a good satisfaction-giving chew.

So that you won't have to lose precious time talking up King George's Navy. Just let the men know you handle it and it will sell quickly and profitably.

At your wholesalers.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

The Best of Easter Breakfasts for YOUR Customers

THIS year our sales effort is based upon the policy that everyone who wants ham should insist upon securing good ham—for greatest food value in foodstuffs means true food conservation. In line with this policy we are directing our efforts this season to

SPECIAL EASTER ADVERTISING

to tell the Canadian Housekeeper why

"Swift's Premium" Ham

represents maximum Ham value, resulting from outstanding qualities that distinguish it from all other hams. In newspapers and magazines all over Canada they will read this message, and will seek the dealer who can supply Swift's Premium Ham. Remember that a store is known by the grade of goods handled—and Swift's Premium Brand will enhance your reputation for high-class merchandising. Anticipate the demand by stocking

Swift's Premium Hams

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, MARCH 22nd, 1918 No. 12

Drink Coca-Cola

Everybody knows it—everybody wants it

You don't have to create the demand when you sell Coca-Cola.

Your customers know how delicious and refreshing Coca-Cola is.

Aggressive consumer publicity has made the name and the quality of Coco-Cola known in every community.

Be sure you have it when she calls. Be ready to secure your share of the Coca-Cola demand—which is ever-increasing—and the Coca-Cola profits which are ready to your hand. Sell it by the case. Begin right now.

The Coca-Cola Company.

WINNIPEG

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

St. Lawrence

Crystal DIAMOND Syrup

An Ideal Food for Children
Try it for Breakfast
Recommend it to Your Customers

St. Lawrence Sugar Refineries, Limited

Montreal

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

A Real Food

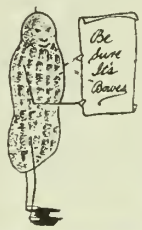
Although peanut butter is rapidly establishing itself as a staple article of food, there are still many people who regard it as more or less a luxury. It is quite true that it owes its immense popularity chiefly to its delightful flavor; but of greater importance to the consuming public is the fact that good peanut butter is one of our most nourishing foods.

When you buy

BOWES
PEANUT BUTTER

you get the full-flavored richness of carefully selected, roasted and blended peanuts; a product that is free from rancidity and grit, and easily distinguished from any other brand by its velvety smoothness; an article that is, in every respect, supremely nourishing and wholesome.

BUY A JAR TO-DAY.



HERE IS AN ADVERTISEMENT FROM OUR NEWSPAPER CAMPAIGN WHICH IS HELPING DEALERS SELL MORE BOWES PEANUT BUTTER.

ARE YOU HANDLING THIS PROFITABLE LINE?

DIRECTIONS
Pour the contents of this box in a dish and add one tablespoonful of melted butter and enough milk to make a regular cake dough. Put immediately in the oven. This powder is prepared with the purest ingredients and will give you perfect results, economically and without trouble.

A boon for the busy housewife

B.O.
PASTRY POWDER

We illustrate the package here. The contents, when mixed with a small quantity of butter and milk, will make as nice a cake as any good housewife could possibly wish to decorate the table with.

Just those ingredients and no more.

Everything necessary is in the package. Tell your customers to save the Flour, the Eggs and the Sugar; tell them, too, that no Baking Powder or Flavoring is required in "B.O." cakes.

B.O. Pastry Powder is made in the following flavors: Vanilla, Lemon, Chocolate, Walnut, Spices and Non-Flavored also.

Why not stock this seller now? Also the following "ready" products: Pancakes, Bread Pudding, Dore Crust, Blancmange (four flavors).

Would you like further particulars?

B.O. Products, Limited
QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

FOR 60 YEARS THE
STANDARD INFANT FOOD

Grocers of keen business instinct

have proven the advisability of featuring and suggesting Borden Milk Products for the many various purposes they are adapted to. They find that every Borden sale means a satisfied customer and a profitable run of repeat orders.

Keep your customers constantly reminded of Borden utility and Borden convenience. Keep your stock well to the front by window trims and interior displays.

Increased sales and bigger profits will result.

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFE'S

CELEBRATED

Orange Marmalade

WAGSTAFFE'S Pure Raspberry Jam

We have large stocks. Order from your Jobbers.

WAGSTAFFE'S Pure STRAWBERRY

We have fair stocks.

WAGSTAFFE'S Crushed Strawberry in Jelly

Large stocks.

WAGSTAFFE, LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

When

your customer asks for

Pork and Beans

give her

CLARK'S PORK & BEANS

She will be satisfied
You will gain her confidence
Business will benefit

QUALITY GOODS ARE ADVERTISERS

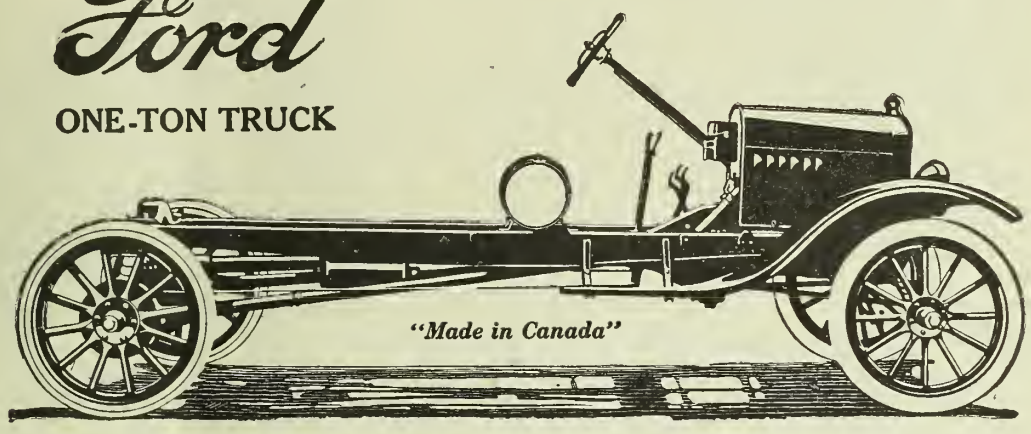
W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.

For Ton Trucking Purposes

Ford

ONE-TON TRUCK



BUSINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

$750

F. O. B.

FORD, ONT.

Supplied as chassis only

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Putting this case on your counter, will put money in your cash register

Our advertising is creating an ever-increasing demand for this new and improved tablet form of the old, reliable herb remedy. Live dealers are taking advantage of the growing popularity of

COBBAN'S HERB TABLETS

Packed one dozen cartons to the box. Each carton contains fifty tablets and retails for 25 cents. This remedy is guaranteed. It pleases folks and brings them back to your store for more. You make a liberal profit on each sale. Write for particulars of our dealer proposition now, and secure the business that is going.

MUNCEY SUPPLY COMPANY
Muncey - Ont.
Watson & Truesdale, 120 Lombard Street, Winnipeg
Distributors for Canadian North-West

EVER READY "DANDEE" COCOA
REQUIRES ONLY BOILING WATER
LITSTER PURE FOOD Co LIMITED TORONTO CANADA

The demand for this nutritious, palatable, liquid food has exceeded our most sanguine expectations.

Ever Ready "Dandee" Cocoa **gives the dealer a fair profit.**

We invite enquiry.

Litster Pure Food Co., Limited
1297 Queen Street West
TORONTO

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

About the Income Tax

Would you kindly let me know if everybody has to fill out income tax forms, even if they do not apply to them. — A.J.M., Smith's Falls, Ont.

Ans.—Not unless you come under the operation of the Income Tax. That is you do not have to fill in the forms if you are married and your income is under $3,000 and under $1,500 if unmarried.

Canadian and U.S. Nut Prices

Kindly advise us if we can buy peanuts and walnuts in the shell to better advantage than in the United States.—Kentville, N.S.

Ans.—Boston quotations, which we give as the market that is probably the most accessible to you quotes Naples walnuts at 23c, mixed grades at 18c, and peanuts, No. 1 at 15c. Montreal quotations last week were: Naples walnuts 16c to 18c; Grenobles, 23c. Peanuts, No. 1, 16 to 17½c.

It would seem from these quotations that the Canadian market is the best for you, as the item of duty would have to be added to the Boston price.

Regarding Margarine

Can you give us information as to what process is used in the manufacture of margarine, and where the cottonseed oil and oleo is obtained.

Ans.—The process of the manufacture of margarine is briefly a process of churning butter, cottonseed oil and beef stearine into the compound known as margarine. While the process is simple in itself, it involves some delicate machinery, that is very difficult to obtain at present, and a very great care in manufacture. There are some 850 mills making cottonseed oil in the United States, about two-thirds of these are in the State of Texas. Oleo oil or stearine is a by-product of practically every large packing plant.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

.....

.....

Name.....

Address.....

Get the new season's

E.D.S.

ORANGE MARMALADE

into your displays

Big sales will follow.

Everybody knows "E.D.S." quality. The new season's pack is no exception.

Choice selected Oranges and Pure Cane Sugar—the sort of marmalade you can well recommend.

E
D S

E. D. Smith and Son,

Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO

Grocery Brokers
Manufacturers' Agents WINNIPEG.

MANUFACTURERS:

Do you require first class representation? Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

The Canada Nut Co., Limited

"Specialising in Shelled Peanuts."
Large stock always on hand.

VANCOUVER, B.C.

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

WHOLESALE GROCERY BROKERS

Manufacturers' Agents
Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

This Space is Yours
For $2.50
On Yearly Order

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents,
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Headquarters for
Evaporated Apples
and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

TO
Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

NORWEGIAN SARDINES (STYLED SMOKED SILD)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal

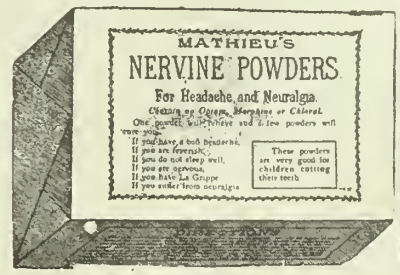
When Your Customers Know

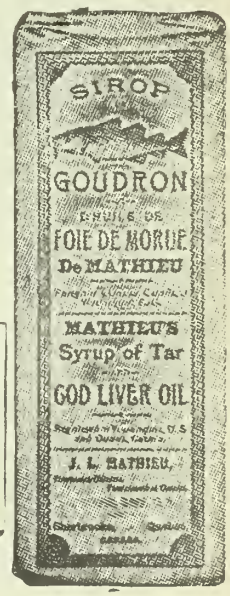
you sell and recommend the two health sustainers here shown your stock will quickly diminish.

For Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" have proven their merits and their popularity wherever sold.

Keep a little display always before your customers' notice.

J. L. Mathieu Co.
Proprietors
Sherbrooke - Quebec





Lloyd George
and the War

COL. JOHN BAYNE MACLEAN contributes to the March issue of MACLEAN'S MAGAZINE a strong article dealing with the need for efficiency in the Lloyd George Government and giving interesting information with reference to the young man who is rapidly coming to the front in Imperial affairs—Sir Eric Geddes, the head of the Admiralty. This contribution is one of a notable series.

"SIXTEEN MONTHS IN GERMANY."

What a Canadian Prisoner saw and heard there—and how he escaped," By John Evans

This article presents a picture of conditions in Germany and gives many new facts with reference to what is going on in that country. The writer worked for sixteen months in the mines of Westphalia and came in close contact at all times with the miners. The story of his escape is a thrilling one.

"CANADIANS IN MESOPOTAMIA."

By a Canadian Medical Officer.

Little has been known heretofore of the campaign in Mesopotamia. This article gives details of the campaign and of the part which Canadians are taking in it. It shows how the inefficiency of the first campaign has been done away with and how splendidly organized the British army now is. The article contains many interesting anecdotes of adventure on that front.

"LABOR THE DOMINANT FACTOR."

By Agnes C. Laut.

This is an article on the war situation as it is developing on this side of the Atlantic, showing that labor is becoming a dominant factor. In the United States the antagonistic attitude of the labor union is dying out and being replaced by a strong desire to assist in war measures.

"CANADA'S NEW BOSS."

By H. F. Gadsby.

A political article, dealing with the "man behind" Union Government. It gives interesting and exclusive information with reference to the political situation at Ottawa as it is developing since the election.

"A CASUALTY."

By Robert W. Service.

A war poem which tells of an experience which actually happened to Service while driving a motor ambulance on the Western Front. It will be illustrated by C. W. Jefferys.

Fiction in the March Number

"BY THE TIP OF AN EYELASH," by A. C. Allenson, illustrated by R. M. Brinkerhoff. A bright story combining business, love and horse racing.

"THE GARDEN OF SPICES," by L. M. Montgomery, illustrated by F. Weston Taylor. This is a most unusual and charming love story.

Two long instalments of the two serials "THE PAWNS COUNT," by E. Phillips Oppenheim, and "THE MAGIC MAKERS," by Alan Sullivan.

"THE GIRL ON THE VERANDAH," by Arthur Beverly Baxter, who wrote "The Man Who Scoffed," and "Mam'selle Butterfly."

Regular Departments and Features

There are the regular features and departments: Review of Reviews; Business Outlook; The Investment Situation; The Nation's Business; Books; Women and Their Work. A food article by Miss Chapman is a feature, and a new Spring Department on Seeds and Garden Culture starts in this number.

MacLean's Magazine
At all News Stands—20c.

Economical-Pure-Satisfactory

EGG-O BAKING POWDER

Egg-O Baking Powder is guaranteed to be all that and more—it is the kind of "sure-to-please" baking powder that sells and stays sold and keeps the customer coming back.

And the Egg-O guarantee goes beyond the purity of contents idea—it goes right into every biscuit and every cake where Egg-O Baking Powder is used, cakes and biscuits that are always the pride of the home.

Show Egg-O to your customers. Recommend it. Get them to try it and it will sell itself afterwards.

EGG-O BAKING POWDER CO.

Limited

Hamilton, Ontario

This is the barley

—that, because of its purity, freshness and high quality has won the endorsement of the highest Infant Specialists.

BROOKS' Baby Barley

Fast Seller. Good Profits. Satisfied Customers.

Order from your wholesaler.

THREE SIZES.

½ lb., per doz. -	$ 2.30
1 " " " -	3.80
3½ " " " -	11.50

Agents for Canada:

Harold F. Ritchie & Co., Limited

TORONTO

Made by BROOKS BARLEY COMPANY, Boston, Mass.

The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt

Made in Canada

THE CANADIAN SALT CO. LIMITED

If any advertisement interests you, tear it out now and place with letters to be answered.

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] Hamilton

We specialize service, quality and first-class satisfaction.

Use the telephone (asking the operator to reverse the check) when needing goods in a hurry.

Bristol, Somerville & Co.

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

SMALL'S MAPLE SYRUP

Maple Butter

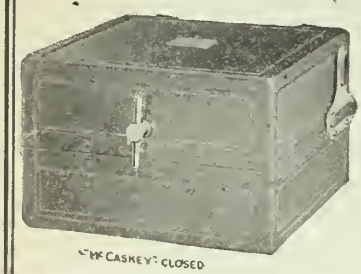
Maple Sugar

World's Standard For Nearly One Hundred Years

AT ALL JOBBERS

SMALL'S, Limited - Montreal, Que.

"McCASKEY" ACCOUNT SYSTEMS



For Every Business.

Send for booklet—

"A Credit Plan That Works."

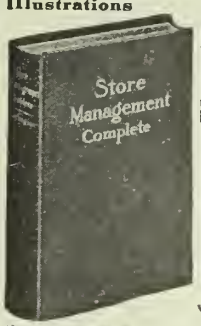
McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue

TORONTO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

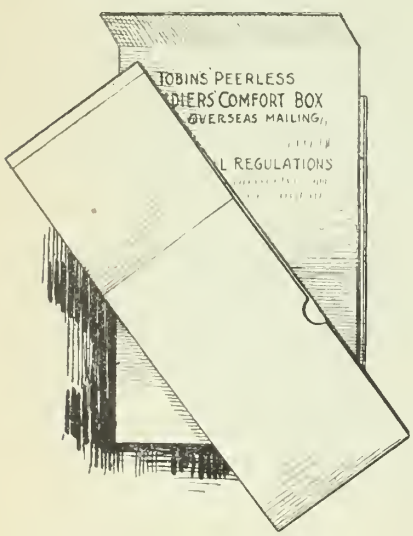
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.

TORONTO



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

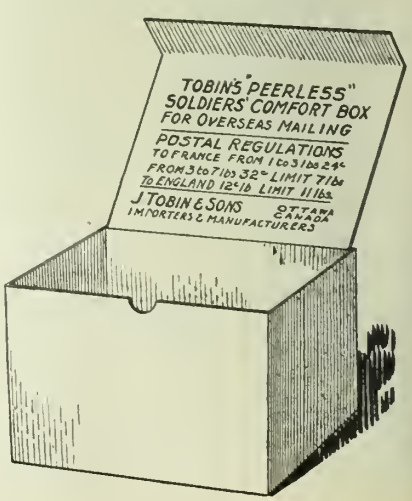
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.


TOBIN'S "PEERLESS"
SOLDIERS' COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c lb LIMIT 11 lbs
J TOBIN & SONS OTTAWA CANADA
IMPORTERS & MANUFACTURERS

REMEMBER

COWAN'S COCOA—

"Perfection Brand" Purest and Best

SELL IT!

PUSH IT!

B-24

Furnivall's FINE FRUIT PURE JAM

popular with particular people

THE quality of Furnivall's Fine Fruit Pure Jam is made possible only by infinite pains in the selection of fresh gathered fruits of perfect quality and the use of pure cane sugar.

The Furnivall factory is a model of cleanliness and sanitation. The Furnivall Standard is the highest. We are going to maintain this standard and to carry our good name forward in the years ahead into the homes of new users whose continued custom is our source of profit and yours.

Furnivall's Jams are supplied through the wholesale trade. Write them or us for list of varieties, sizes and prices.

Furnivall-New, Limited

HAMILTON, CANADA

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S. — A E. Sheppard. Hamilton — R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

ROLA "QUALITY"

EGG POWDER

Contents of a tin retailing at 25c. will do the work of 2 dozen eggs, at the same time retaining the full food value of fresh eggs.

Packed one dozen in an attractive display carton.

(6 doz. in case)

Order from your Wholesaler.

SELLING AGENTS:

ROSE & LAFLAMME, LIMITED

MONTREAL - TORONTO

Just try how Mackay's will sell

IT'S THE REAL MACKAY

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John Mackay Co.
Limited
Bowmanville, Ont.

Your Window

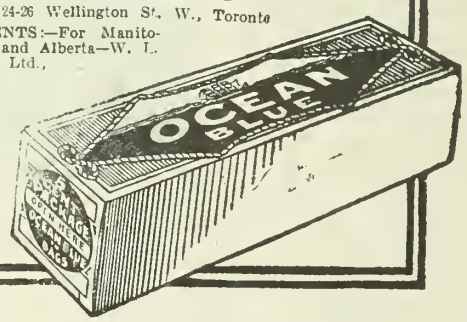
is your best advertising medium, but it will not fully repay the time and thought spent on its arrangement if you omit from it the attractive packets of

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon — Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

A standardized product of proven quality, protected by the sealed package, with the net weight plainly shown —a product in which both grocer and consumer have confidence—that's why its sales are so large.

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont.
Principal Factory Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

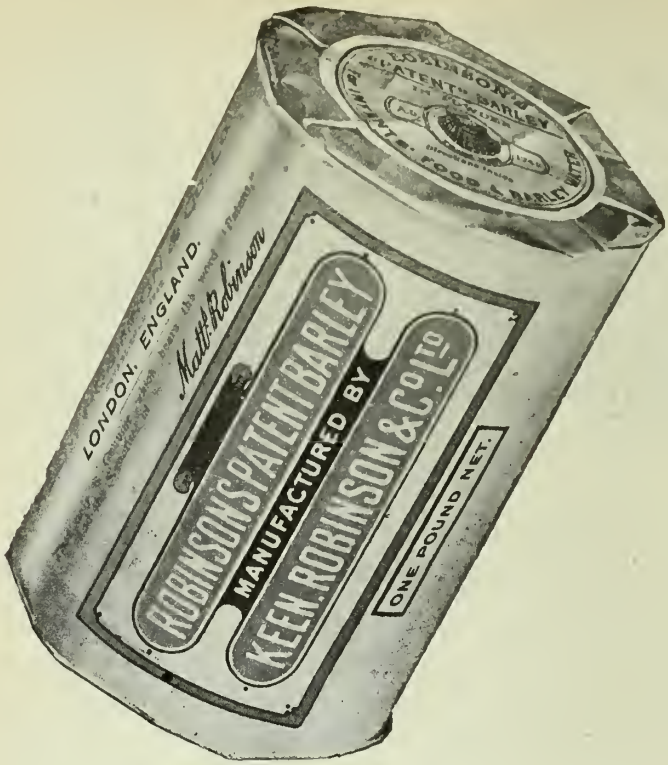
Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.



Remind your customers that you sell

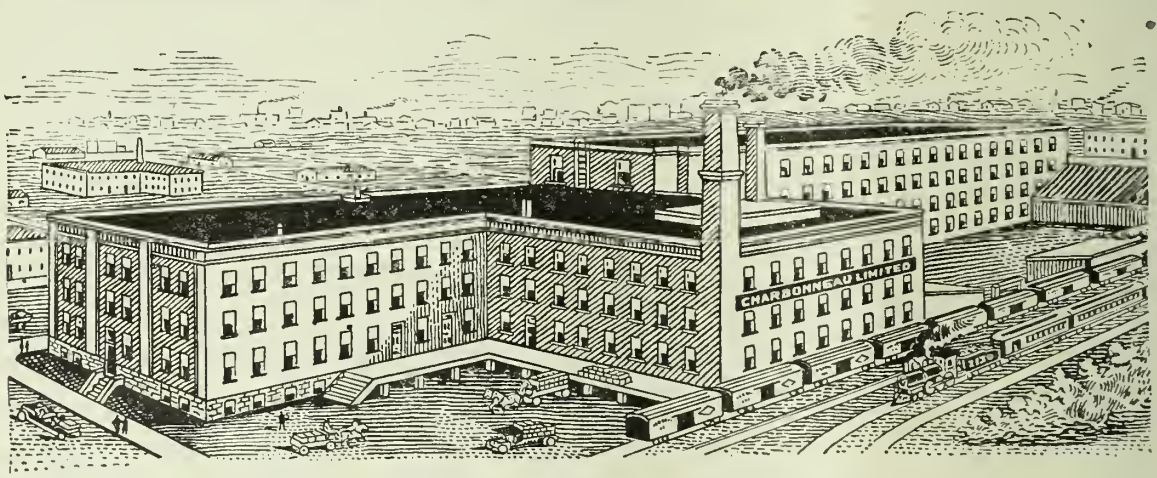
ROBINSON'S "PATENT" GROATS and ROBINSON'S "PATENT" BARLEY

Robinson's "Patent" Groats and "Patent" Barley are known and appreciated in every community.

Steady sales will follow, for Robinson quality keeps the housewife coming back for further supplies.

Magor Son & Co., Limited.

Toronto offices: 30 Church Street
191 St. Paul St. W., Montreal.



CHARBONNEAU'S
Imperial Maple Cream Butter is unsurpassed

CHARBONNEAU'S
Farm-Cream Sodas are in great demand and are rapid sellers

Prompt Shipment. *Get Our Prices.*

CHARBONNEAU, LTD., 330 Nicolet St., MONTREAL

Distributors: Robt. Gillespie Co., Winnipeg. C. Morris & Co., C.P.R Building, Toronto.

CANADIAN GROCER

Vol. XXXII. TORONTO, MARCH 22, 1918 No. 12

Candy Sales An Item That Shows Profit

A Line That May be Counted on Rain or Shine to Provide a Certain Item of Profit —Hamilton Store Finds it a Department Well Worth Maintaining

"CANDIES may not be a large item in the business of many grocery merchants, but they are nevertheless an item that is well worthy of consideration." That at least is the opinion of Hilton and Kent, whose attractive store is noted herewith. It is situated on Dundurn St., Hamilton, one of the growing sections of that growing city.

"Candy may not be a large item in the grocer's business, but after all neither [illegible] a lot of other things. Sugar and bread and flour—they are big items, but they don't give much return in the way of profit. There are a lot of other lines that look so small beside these big items that they are almost negligible, but if it weren't for these smaller items we would have to close shop, and so would most other grocers, for it is on these smaller lines that the profit is usually made, and we find candies are a very effective item in our business."

A Fortunate Situation

It must be admitted that this store is peculiarly well situated for this trade. Right across the street is the fine new Earl Kitchener school, while just a block or so away is a large knitting mill with hundreds of girl operatives. These are two excellent sources of demand right at the outset. It is of course only an item in the sale, but it forms a very substantial item, and assures a steady business of some proportions. It would be a poor day indeed, so CANADIAN GROCER was told, when the profit on this line would not amount to two or three dollars. And remember that this is a business that makes comparatively little demand on the staff of the store. It is mainly done by a very effective silent salesman device shown in one corner of the photo, a regulation style silent salesman with a pyramid shaped addition on top, that was added to meet the special demands of this department. This show case faces the entrance and is an attractive feature of the display.

The Use of Display Equipment

The store itself is very attractive in appearance and great care is taken to keep the stock displays always neat and attractive, for the outward show, Mr. Kent explained, was one of the things that they believed was most effective in building trade. Therefore, display equipment is prominently used, while modern handling and selling devices are much in evidence.

The accompanying photo will give some idea of the attractive appearance of the store, as well as showing the effective use that is made of counter displays.

The door at the left leads into the meat department an indispensable adjunct of the store. Some description of this branch of the store's activity will be found in the provision department.

The attractive interior of the Hilton & Kent Store, Dundurn Street, Hamilton.

Further Light on Consumers' Association

The Way This Enterprising Scheme Works—A Gold Mine For the Operators—The Membership Fee "Pure Velvet"

THE propaganda of the Consumers' Association of Windsor, Ont., is spreading, reports from the Western Provinces proving that there is a very energetic campaign being conducted there and a similar report comes from the Maritimes. Despite everything that can be said, it appears that there are people who are eager to throw their money away, for despite the glittering offers that are scattered broadcast by this company the purchaser in every instance is the loser.

The premises of the company in Windsor are fairly pretentious from the outside, and bear on the window the name "The Independent Grocery Company," which is a name that was formerly used by the same beneficent company, till it was discovered that people were beginning to look askance at these benefactions. From that time it became the Consumers' Association.

Behind the window is the gentleman in charge and a sizable number of young ladies engaged in the pleasant task of removing two dollar bills from a bulging mail.

There is a small stock carried, nothing however to give even the slightest indication of the immense buying resources that the company claims as its reason for being able to give the so-called immense bargains.

Now as a matter of fact the great bulk of the goods sent out are bought in Windsor from a small jobbing concern, and here and there from minute industries, whose chief ability is that they can supply commodities like baking powder and talcum powder at next to nothing in price, and of about the same quality.

Membership Fee Pure Velvet

Now suppose the unwary customer has ten dollars to spend. Two dollars first for the membership fee in the association. As the manager remarked to a neighbor recently, "This is 'pure velvet.'" Of course where there are agents the agent gets $1.65 of this amount, but the 40 cents remaining is still "velvet." Having paid this money they will probably send for assortment No. 4 or some similar assortment. And mark you, the purchaser does not buy what the purchaser happens to want, but the combination of things on which the Consumers' Association can make the snuggest profit by gathering together, too. Note also that at the head of every list there appears these words, "We do not break this assortment."

The assortment reads as follows:

	Estimated retail price	Members' price
10 lbs. Redpath's best granulated sugar	$1 00	$0 65
2 lbs. our best coffee	1 00	0 80
8 bars best laundry soap	0 50	0 30
1 bottle double strength lemon extract	0 35	0 25
1 bottle double strength vanilla	0 35	0 25
3 large flake steel cut rolled oats	0 25	0 14
1 large can Alaska salmon	0 35	0 25
6 lbs. of our guaranteed tea, green or black	4 20	3 50
1 large box soda biscuits	0 30	0 20
½ lb. ground black pepper, triple strength	0 30	0 25
2 lbs. breakfast cocoa	1 00	0 80
3 bars sulpherine complexion soap	0 75	0 50
½ lb. fresh shredded cocoanut, long	0 25	0 20
3 lbs. guaranteed pure baking powder	1 50	1 20
1 lb. absolutely pure dry mustard	0 50	0 40
2 lbs. extra fancy full head rice	0 30	0 25
1 can Dutch cleanser	0 10	0 06
Estimated retail price		13 00
Members' price		10 00
Members' saving		3 00

H. AMPHLETT

who is in charge of the grocery section of the Food Control Department. He will have charge of any matters arising out of the newly promulgated license system. Mr. Amphlett graduated from the retail grocery store, having conducted a grocery business of his own for a number of years. His experience ought to be of value to the trade on the better understanding of conditions that he will bring to his new duties.

Buying a House to Get the Latch Key

Note that in all this list there are only two articles that bear a name that they can be recognized by. There is no suggestion that these two articles are not sold at bargain prices. But it does not seem good business on the face of it to buy $13.00 worth of goods to get $1.10 worth of goods that are actually valuable. It's like buying a house to get the latch key. The sugar in question is actually purchased in Windsor, and paid for in cash at the current wholesale price, the same applies to the cleanser. Consequently it is evident that they are sold at a loss. There the loss stops, however. Not another article on the list is worth the member's price, let alone the estimated retailer's price.

Why isn't something done to put a stop to this practice? Because the goods are actually delivered as ordered. There is the sugar, perfectly good sugar at bargain figures. The coffee is poor truck, it is true, but is anyone able to refute the statement that it is "our best." The large can of Alaska salmon is the commonest white salmon procurable and certainly isn't worth 25 cents, but it is salmon and comes from Alaska. "Our guaranteed black or green tea" may be the sweepings from anywhere, but there is no suggestion that the guarantee claimed it to be anything else. Sulpherine complexion soap has a deadly sound, and at 50 cents bargain price it is no cheaper than many recognized fancy grades on the market, and that guaranteed pure baking powder, well it is unnecessary to say anything about that. Suffice it to say that nothing definite has been said about any of the articles except the two items that are beyond criticism, even the retailer's price is only "estimated."

The chief of police of Windsor has a great pile of letters complaining of the goods sent, plain clothes men visit the place almost daily and examine the books, but there is nothing on which to base a complaint at the moment.

What the Merchant Can Do

Many merchants are finding that this association is cutting into their trade. It probably will do so unless you forestall it, because the daily newspapers are continually fostering the opinion that the retailer is gouging the public, get after your customers and let them know the inside machinery of this association. Tell them that aside from that $2.00 fee, "pure velvet," this one little order stands to show this association $1.95 of clear profit, a profit that is made out of selling your customers practically useless goods. Tell them this. Tell them what CANADIAN GROCER has said on the matter, and point out that these things could not be published if they were not true.

The new regulations governing the grocery trade will effectively deal with activities of this character, but in the meanwhile there is a month to run. Do your part to stop this business now.

ACME VINEGAR NEW SALES ORGANIZATION

The Acme Vinegar Co., Ltd., Winnipeg, have enlarged their plant for the manufacture of vinegar, and have added several lines of vinegar to their list of Avico products. In future their products will be sold through a sales organization of their own. John A. Cheyne has been engaged as special representative, calling on the wholesale trade in the four Western provinces. A large staff of detail salesmen has also been engaged to call on the retail trade. W. V. Giffen, who was for several years connected with H. J. Heinz Co., at their Boston branch, has been engaged as salesmanager. They have also appointed a consulting chemist.

Tongue tied wimmin are very skarse and very valuable.—Josh Billings.

Cash and Carry Proves Profitable

Stratford, Ont., Merchant's Experience Favors the Change—Novel Methods Adopted For Convenience of Customers—Letting the Customers See the Profit

THE cash and carry system is gaining a very considerable momentum in Canada as well as the United States. The number of stores who have adopted this system is enlarging with every day, and in many sections at least with apparently very satisfactory results. In connection with this article there appears a reproduction of the announcement of the change in the form of business sent out by A. R. Latter, Guelph Street, Stratford, Ont. This announcement has so many good points, and goes to the root of the matter so thoroughly, that it will probably be of value to many other merchants.

The scheme has not been in operation with Mr. Latter for any great length of time, but it has been in operation long enough to present some of the difficulties that have to be met, and to give a very good ground for the belief in its entire success.

One of the great bugbears of such a change is the fear in the merchant's mind that it may entail a loss of customers. In Mr. Latter's experience this danger has been anything but serious.

"With four or five exceptions," he says, "my credit customers are now my cash customers. Three of these exceptions live at a considerable distance and it is quite inconvenient for them to come for their supplies.

Arrangng Credit

My method of arranging with a credit customer. say a G. T. R. employee, was about as follows: Mrs. Blank, your pay cheque comes in about the 16th. If you cannot pay cash till then continue your credit account as usual. Keep out from your pay cheque enough cash to pay for your groceries till next pay day, pay me as much on your account and pay off the balance in instalments." This arrangement has proved quite satisfactory in every case. And although it means that some accounts have to be carried for a considerable time I am convinced that it has won the good will and confidence of my customers.

Method of Returning Change

One little detail that is giving great satisfaction is our method of sending change home with the children. When the child has no purse we place the correct change in an envelope with a statement outside showing amount received, cost of goods, discount for C. and C., and change enclosed.

The carrying has proved less troublesome than we expected. We have found that by assisting the customer in arranging and combining parcels they are carried off quite cheerfully. The five-dollar order scheme has worked out well. These are delivered only after school. I call the boy when he is needed and pay him for what he does.

Quote Regular Price

Our goods are all marked, with a few exceptions used as leaders, at the same old price, or as near as possible to current prices in the other stores. When asked prices we simply quote the regular price. But when the customer pays for her goods we simply hand her back in cash (called the C. and C. discount) a part of the profits on each article that has profits large enough to admit of dividing. This seems to give the customer considerable satisfaction. The benefits of the cash and carry system are thus directly seen.

Although it is early in the game to say that the C. and C. system is an unqualified success, I can safely say that it has thus far worked out much more successfully than we had anticipated. In actual figures our cash sales for the first half of January have been just about equal to our cash and credit sales for the same period a year ago, when more than half was credit.

PROMPTITUDE

An official of the Board of Health in a Massachusetts town notified a citizen that his license to keep a cow on his premises had expired. In reply to this letter the official received the following communication:

"Monsieur Bord of Helt—I just get your notis that my licens to keep my cow has expire. I wish to inform you, M'sieur Bord of Helt, that my cow she beat you to it—she expire t'ree week ago. Much oblige. Yours with respek.

Latter's C. & C. Store

Cash and Carry System

This is the most modern, progressive development in business methods, entirely new in Stratford, but well tested and found satisfactory elsewhere. It simply means that the customer pays cash and carrys the goods home.

No Credit -- No Delivery. Advantages:

1st to Us. It eliminates all worry and loss from **slow, doubtful and worthless** accounts. It saves $400 to $500 per year delivery expenses.

2nd to the Customer. This saving of $400 to $500 will be divided among our customers by way of reduced prices — a saving of 2 to 10 per cent.

When a customer takes her purchases home, she knows she has all she bought and has them when she wants them and is not dependent on the carelessness of a delivery boy.

When a customer pays cash she is independent. She can spend it where she likes and when she likes. She is more careful in buying and thus reduces the cost of living. She can start a Bank Account when the pay envelope comes in—it is hers, with no store having a claim on the larger portion of it.

Fairness—Is it fair to cash customers and those who carry home their purchases that they should help to pay for bad accounts and for delivery to others? All should be treated alike.

The New System Starts January 1st, 1918

With our customers who have current weekly or monthly accounts we will gladly make arrangements that will prove absolutely no hardship to you. Simply come and see us or call us over the phone.

Arrangements will be made with each individual that will be entirely satisfactory

When the system is working the following will be a guide

Latter's Cash and Carry Store

35 Guelph Street STRATFORD, ONT. Telephone 729

Cash must accompany every order. Positively no credit. We've burned our books. Don't send for a spool of thread saying you'll pay in the morning. We'll keep the thread till morning or give it to you outright — if you're needy. We'll see that Tommy gets the right change.

Carry your purchases home in basket, baby carriage, sleigh, waggon or wheelbarrow. Delivery will be made of paid for orders of $5.00 or more — nothing less.

Telephone your orders so that we may have them ready when your child comes with the cash.

Hours Store open from 7 a.m. to 9 p.m. except Wednesdays we close at 7 p.m.

Tell Us if anything displeases you.

Tell Others if our prices and goods please you.

Income Forms Must Be Filled at Once

Government Requires All To Be In By March 31 — Effect of Same on Hardware Dealer—Right to Make Proper Allowance For Depreciation — Necessity of Knowing Personal Withdrawals

NOW that the time is rapidly approaching when the income tax forms must be mailed to the Government at Ottawa there are no doubt some problems which would bear further interpretation. One of these is the definition of the term income. Forms are to be secured from the nearest post office and must be filled out by March 31. Those who may have neglected to look after this matter should attend to the matter without delay.

Definition of Income

Under the terms of the Act "income" means the annual net profit or gain or gratuity, whether ascertained and capable of computation as being wages, salary, or other fixed amount, or unascertained as being fees or emoluments, or as being profits from a trade or commercial or financial or other business or calling, directly or indirectly received by a person from any office or employment, or from any profession or calling, or from any trade, manufacture or business, as the case may be, and shall include the interest, dividends or profits directly or indirectly received from money at interest upon any security or without security, or from stocks or from any other investment, and whether such gains or profits are divided or distributed or not, and also the annual profit or gain from any other source, including the income from but not the value of property acquired by gift, bequest, devise or descent, and including the income from but not the proceeds of life insurance policies paid upon the death of the person insured, or payments made or credited to the insured on life insurance endowment or annuity contracts upon the maturity of the term mentioned in the contract or upon the surrender of the contract.

How Income is Reckoned

From the definition it is evident that profits, whether left in the business or withdrawn in the form of living expenses, salary or dividends are taxable. In other words a man in business, whether by himself or in partnership with someone else, has to reckon his total income on the following basis:

1. Amount withdrawn for living expenses whether paid out in salary form or otherwise.
2. Profits withdrawn from the business, whether in the form of dividends or other withdrawals.
3. Shares or profits remaining in the business and not divided among partners.
4. Any other income derived from any other source than that of the business such as dividends on stock, interest on money in banks or out at investment and so forth.

AMOUNTS PAYABLE UNDER INCOME TAX

Incomes exceeding $1,500 in case of unmarried persons and widows or widowers without dependent children and exceeding $3,000 in case of all others, four per cent.

Following are the supertaxes levied in addition to regular tax as above:—

Over $6,000 to $10,000, two per cent.
Over $10,000 to $20,000, five per cent.
Over $20,000 to $30,000, eight per cent.
Over $30,000 to $50,000, ten per cent.
Over $50,000 to $100,000 fifteen per cent.
Over $100,000, twenty-five per cent.

Corporations and joint stock companies pay the normal tax upon income exceeding $3,000, but are not liable to pay the supertax.

Unfortunately many retailers do not keep an accurate account of their withdrawals for living expenses. When money is wanted for any purpose too often the till is opened and the required amount withdrawn without any charge or accounting of the amount.

As living expenses will have to be included in the estimate of the year's income, how can a man give a certified statement of what these were when he has kept no track of same and really has no accurate knowledge. This is merely another reason why a merchant should pay himself a salary the same as he does to any of his clerks and include in that salary not only cash withdrawals but also articles taken out of stock for personal use. The result may be surprising. It may have been thought that it was costing about a thousand dollars a year to live, whereas it may actually cost twice this amount.

Should Allow for Depreciation

The other part of the income tax bill that is worthy of attention is the undivided profits of the business. It is only fair that certain allowance shall be made for depreciation on merchandise, on accounts and on fixtures and furniture. On the forms which must be filled out there is a space provided on page 3 for such deductions. The hardware dealer is entitled to make these deductions sufficiently comprehensive so as to put his profits on a cash basis. By this we mean that the profits of a retail business that are left in the business in the form of increased stock or fixtures should not be considered in the same light as profits withdrawn from the business in the form of cash, or as the income of the large salaried man who draws his salary every week or month as the case may be. Profits of a business should be reckoned as nearly as possible upon the realizable value of the assets of the business and the retailer is entitled to make allowance to put himself in this position. Of course this depreciation allowance will have to be clearly shown in the form sent in to Ottawa. It should be remembered that large amounts are being set aside as a reserve by all large businesses and corporations at the present time and the retailer is entitled to do the same.

CANNING FACTORY SOLD

W. H. Williamson of Picton, Ont., Sells His Plant at Port Milford to Messrs. Bedell and Hepburn

Another deal in canning factory property which has recently occurred is the purchase of the W. H. Williamson canning plant at Port Milford by Messrs. Bedell & Hepburn.

The Williamson factory was just adjoining the Port Milford canning factory which was owned by Mesrs. Bedell & Hepburn, and it is presumed that the two will be operated in conjunction by the new owners. The plant recently sold by Mr. Williamson was built on the site of the factory originally owned by the late Royal Church, which was destroyed by fire. The Port Milford canning company's plant was built by the farmers in that vicinity and it was operated for several years as a joint stock company, Messrs. Bedell and Hepburn buying it some two or three years ago.

Mr. Williamson, who has been engaged in the canning business for the last five or six years, will retire from this line and devote his entire attention to his insurance.

LIKES THE PAPER.

The MacLean Publishing Co., Ltd.

Dear Sirs,—Enclosed you will find $3. being amount due on my subscription to CANADIAN GROCER. I am very much pleased with this paper.

J. WALKER.

Lysander, Que., Mar. 4, 1918.

TIT FOR TAT

"Mercy, John, the baby has eaten a lot of that dog biscuit."

"Never mind. It serves Towser right; I caught him eating the baby's food yesterday."

Founder of Dominion Canners' Co. Dies

William Patrick Innes Passes Away in His 86th Year at Simcoe, Ont.—Veteran of Canadian Business Had Varied Experience During Over 60 Years in the Dominion

Simcoe, Ont., March 18.—William Patrick Innes, founder of the Dominion Canners, died at his home here, "Strath Lynn," at 10.30 to-night, about 72 hours after his wife has passed away, and without knowing of her death. He was in his 86th year.

ABOVE despatch marks the conclusion of a career of great interest to the whole range of the grocery trade.

Founding of Dominion Canners

Mr. Innes' connection with the Dominion Canners dates from the very earliest history of the company. He started it though at the time he knew very little about the canning business. But he had a varied experience in other business lines, and a sound business instinct. At the time there was a little factory at Grimsby started by Abraham Nelles, and one in Delhi (in a dwelling house), while soon afterwards one was started in Picton. Four brothers-in-law started the Simcoe enterprise: Joseph Jackson, M.P., Dr. Hayes, Judge R. T. Livingstone and W. P. Innes. The business was started in 1881 in a building 100 x 50 feet. Local fruits, tomatoes, corn, peas and beans were packed, and in its first year the company lost money. Hayes and Livingstone withdrew, leaving Mr. Innes and Mr. Jackson to handle it. The business was uphill work for several years largely owing to the difficulty of getting reliable expert help. But it grew, and a plant was bought in Hamilton and another in St. Catharines. Premises were taken in Montreal, and later property was bought there. Evaporating factories were established in Tillsonburg and Port Rowan.

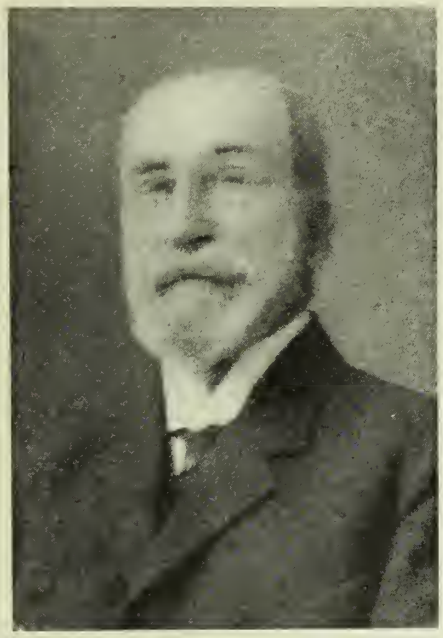
Interesting Business History

The history of businesses is wrapped up in the history of the men who made them, and W. P. Innes was an important figure in Canadian business with a varied experience behind him.

Born in Invernesshire, Scotland, on September 6, 1832, he began his business training in the iron and steel trade in Glasgow. The knowledge then acquired was useful to him in the canning business later as he dealt with metal merchants for canning materials.

In 1857—when he was 25 years of age—he set out for Canada, not as an emigrant, but to verify and lay claim to an estate in Quebec which had been left by a relative, Capt. James Bowie. Intricacies of law or inaccuracies of information prevented his ever taking possession of this property.

However, while negotiating he engaged himself to spend a year with a merchant in Dundas, Ont., who was a mill owner, large farmer, and distillery man. As manager of this man's business Mr. Innes received $600 a year. He afterwards engaged with Billington & Forsyth of Dundas, then the largest implement makers in the country. For one and a half years he served with them, and during a short holiday visited Chatham, where he decided to invest some money in a distillery business. Eventually he had to take charge of this to save his capital and succeeded, but sold the business as he did not care for it.



The Late W. P. Innes.

Back to Iron Business

Mr. Innes meant to return to Scotland, but some need for his efficient services always arose to keep him in the Dominion. A foundry in Fergus required reorganization. Mr. Innes took hold and got it on a paying basis. Of that experience he used to tell that everything was sold on credit and paid for in notes. Stoves got a year's credit; threshing machines three years, and division courts were busy.

His merchant friend Grindley in Dundas was in a difficulty. His son had been drowned. He needed business help in management of his concern and turned to Innes. Innes again deferred his home trip and went grain buying for Grindley as far as Lake Huron. Completing his year with Grindley Mr. Innes joined forces with a firm doing shipping business on the Canal Desjardins. Mr. Innes sold his Dundas properties and some property he had acquired in Hamilton and went to Simcoe. He was married by this time and Mrs. Innes' relatives were resident in Simcoe. The return to Scotland was in abeyance. It was never made.

Had Grocery in Simcoe

Beginning in the furniture business in Simcoe, in partnership with a factory owner, Mr. Innes purchased a grocery business, put a nephew in charge of it, and went into a fishing enterprise at Long Point where he put up a "freezer"—the first erected in Ontario. He used to send fish to Buffalo and ducks to New York. After some years he sold out to a Port Dover company. It was after this that Mr. Innes founded the Canadian Canners Company, which eventually evolved into the present Dominion Canners, Ltd. His eldest son, R. L. Innes, formerly a civil engineer with the C.P.R., is now managing director of the Dominion Canners. His son-in-law, W. R. Drynan, is secretary of the same company.

The canning trade in Canada as it is efficiently operated to-day owes a great deal to the foresight, labors and ability of the late W. P. Innes.

BORDER CITIES R.M.A. A FLOURISHING ORGANIZATION

The newly-organized association of Windsor, Walkerville and Sandwich, Ont., is to be known as the Border Cities Retail Merchants' Association. At present there are 358 merchants enrolled, and it is expected within the course of the next week or so to make it an even 400, which will make it about 100 per cent. membership.

C. M. Smith of Windsor was elected president at a meeting held last week. There were a number of addresses, notably by a representative of the Bankers' Association of Detroit, Mr. Wall of the Detroit Credit Mens' Association, John Bridge of Neill Brothers and Co., and W. C. Miller, secretary of the Ontario branch of the R. M. A.

MONTREAL NEWS

Mr. Davies, representing the London plant of "Lipton's" teas, was a Montreal visitor this week.

The Canada Maple Exchange Ltd., is moving from 22 Vallee Street to larger premises at 344 Delorimer Street, Montreal.

J. A. Marshall, local manager for the Montreal office of the Western Canada Flour Mills Co., Ltd., was an Ottawa visitor this week.

C. Fairall Fisher, vice-president and managing director of J. W. Windsor, Limited, Montreal, has returned home after an extended holiday in Florida.

AGENTS FOR CANNED MILK

Rose & Laflamme, Limited, Montreal, have been appointed agents for Carnation milk for Montreal and vicinity.

Frank Paul, for many years a London, Ont., grocer, and lately employed by Scandrett Bros., Dundas Street, has severed his connection and left for the South. Fred Pinney, who conducted a grocery business on Wellington St., London, Ont., for many years, has sold his stock, rigs and horses, to Scandrett Bros., and has taken the position of Mr. Paul.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By Robt. T. W. Edwards

TO get away from the usual run of our show card lessons we are going to give in the next few lessons the ideas as worked out by other Toronto show card writers as well as our own. The actual work we will do but the layout and form of lettering will be gleaned from the work of Toronto's best cardwriters—men whose cards appear in the best stores.

If you are familiar with Toronto and have noticed the style of show card which has been prevalent up to a year ago and compare it with those which are being displayed at the present time, you will notice an almost complete change of layout, design and lettering. Never in the existence of this city has there been such a remarkable revolution of style as the last year brought forth. Apparently the reason for this is that new blood has come into the city and has brought with it fresh ideas—ideas which appealed to the local cardwriters for their originality and artistry. Not only did they appeal to the cardwriters, but to the many firms who buy show cards for their own use. The ideas of the local card writing world were diverted into a new channel, and no wonder, for this new style commended itself to both public and cardwriters—to the former on account of its artistic appearance, to the latter for its simplicity.

One of its most noticeable features is the absence of air brush work. Previous to this most cardwriters seemed to think the sign of the air brush had to appear on all cards of a fancy nature but this new style now prevalent has proven that with a good knowledge of handling colors one can get very satisfactory results without it.

Undoubtedly it is a good thing for the card writing profession that this has occurred as the public were becoming satiated with the sight of cards plastered with elaborate air brush designs. The idea, like many another, was overdone. Now it will be used sparingly by the best cardwriters and will therefore have a tendency to uplift the value of both air-brushed and hand-worked show cards.

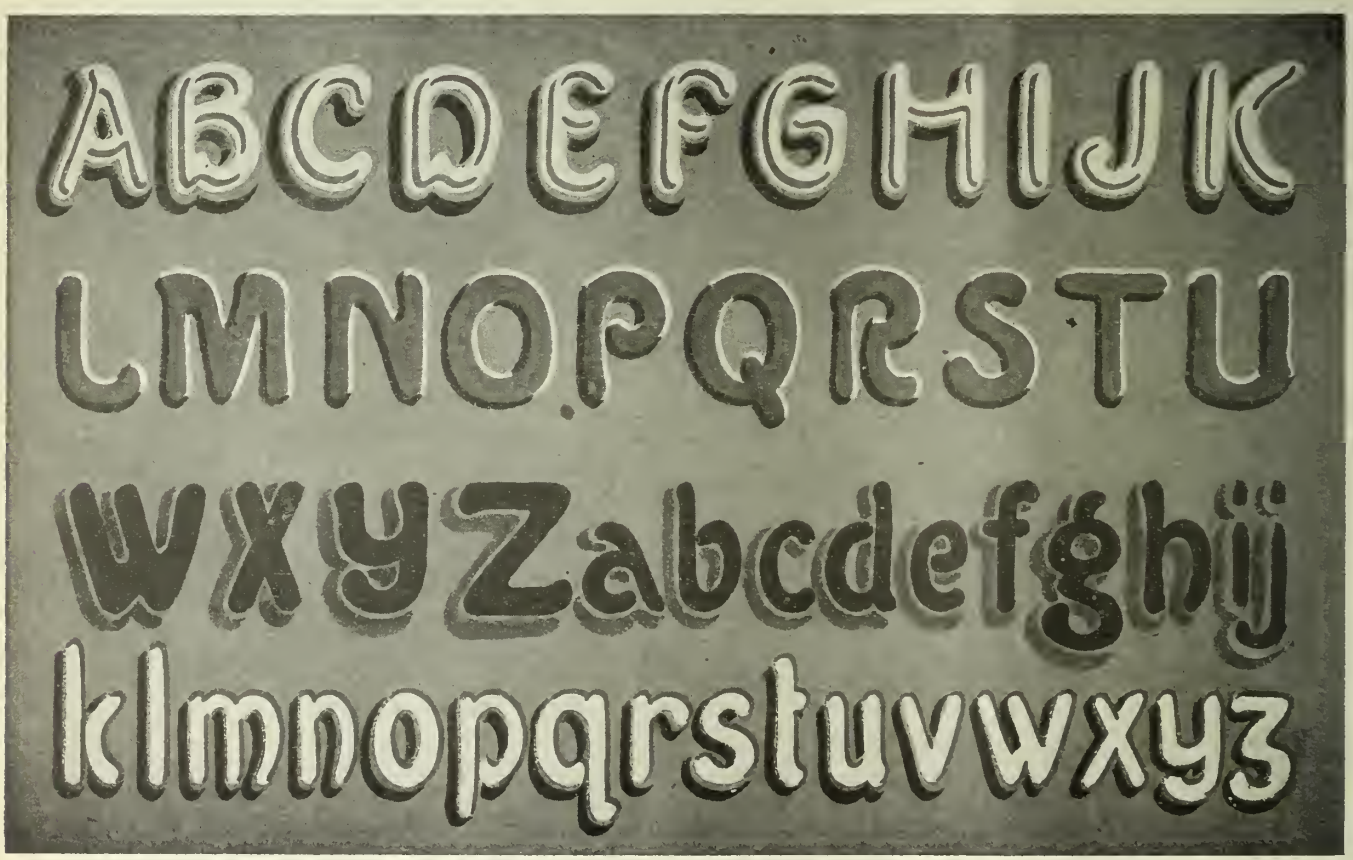
At first glance this show card lesson may seem familiar to the student who has followed this series carefully but on a closer inspection the difference will at once become apparent.

In the first place there are fancy letters to be used in making up words which are to feature on the show card. These words must be used sparingly—say not more than two or three words to each card. The rest of the reading matter should be put on in a less conspicuous form. This will tend to make the entire card more readable and attractive than would be the case were all the words on it made of fancy colored type. Above all things don't overdo your work. Always leave a wide background on the cardboard as it is this which makes the letters stand out.

The main feature of this lesson is, of course, the lettering so we will turn our attention to studying its formation and color combination.

First let us look at the chart. Here we have an upper and lower case alphabet. This letter formation is a free and easy style and one that is not hard to learn. Practice is the main thing. The ends of the letters, as you will observe, are all finished round and are therefore easy to do. The letters are not of brush-stroke formation, as in many previous lessons, but can be made by either outlining the work with a small brush and filling in the centre or can be made with a wider brush which will make the width of any of the letters with two strokes and therefore avoid filling in. You can try both ways, the result will be the same.

You will notice that, while the alphabets are all the same formation each line



has been treated with different forms of shadings. This will give you some idea of where the shades are applied.

There is one thing which should be explained before going further and that is that the best results are obtained by using tinted or pastel shaded cardboard such as creams, pale gray, light browns, in fact all light shades of cardboard can be worked into attractive show cards providing the proper colors are used for the letter formation. The reason that the tinted board can be used with better effect is that white can be used as a letter or a "high light" thus giving you more scope for variety.

The first line of the alphabet shows a white letter with a black shade and a narrow brush-stroke of orange over the top of the letter. Other color combinations can be used. If your card is dark blue use a black shade with a pale blue letter and a medium shade of blue for the over stripe. Dark cardboard is best for a white letter.

The second line shows the shading used in a different manner to the first. The body of the letter is dark red with a narrow white line on the high light side and a narrow black line on the shadow side of the letter. Here also can be used many different colors. You can make this an entire combination of blues. A royal blue letter with a pale blue high light and a dark blue shadow line on a cream colored surface makes an excellent card.

The third line is a solid black letter with a French gray shade. This is just to show what a solid black letter looks like. The kind of shade used to make any letter stand out entirely depends upon the color of the surface you are working on. For instance, don't use a gray shade over a cream cardboard. The pale shading colors must harmonize with the surface color of the card.

The last line of the chart shows a pale blue letter with a darker blue on the upper and right hand side and a black shadow. This will work up splendidly on a misty gray or cream colored card.

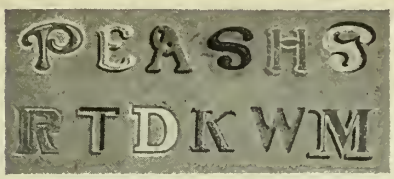


FIG. 1.

Do not use any but opaque colors for this work and those must be thoroughly mixed and inclined to be thick rather than otherwise. Transparent colors are absolutely worthless.

As stated before this is only one form of letter treated in this manner. Many other new forms will be gone into later.

Fig. No. 1 shows a dozen other varieties of letters from which whole alphabets can be worked up. These are just given to show what a variety of fancy letters can be made.

"P" shows a brown round-end letter with a darker brown outline, outside of which is an outline of white. Black and white shadow and high-light lines are on the face of the letter.

The E shows a white letter with a black shadow with a light green brush stroke line on the face of the letter. This letter can be worked out with different shades of blue.

"S" is a good letter to be used on a white card. Black for the letter with a high-light of cream. Use a pale cream shade.

"H" shows a very dainty form of lettering and one that can be used on a high class card with good effect. Many color schemes can be contrived with this letter. Try a green tone. Use a pale green letter shaded with a darker green. The letter is outlined in white.

"G" is a letter to match the "S" in formation. Various colors can be used here.

"R" shows another form of letter which is good for this work.

"T" is a thick and thin without any spurs.

"D" is a heavy spurred white letter with a dark outline and a pale blue brush line shade.

"K" makes another nice form. This is a heavy spurred letter of dark blue with black shade and a white line on the letter.

"W" shows another form of letter which has all the shading on the face of the letter.

"M" is of a fancy Roman formation.

The completed cards shown here are only a few of the many designs that can be made by following the method just explained. They are made by using the same letter formation as illustrated in

"A" shows an excellent letter formation for this work. It is a light brown letter with a black shadow and a white high-light line.

the chart. You will notice that the large exanse of background which is shown and which has the effect of giving greater prominence to the lettering.

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NEED FOR CO-OPERATION

A GREAT deal of difficulty has been experienced by merchants recently owing to the fact that they have not been able to get this or that shipment forward as soon as they required it, and they are inclined to think rather harshly of what they consider the unsatisfactory service of the wholesaler.

It is only fair to remember, however, that the wholesaler is working under a great many difficulties at present. He has not for instance the train service that he could formerly count on. Quite irrespective of his best efforts, he cannot give to the merchant the prompt service that was formerly possible.

Moreover, part of the fault, at least, lies at the doors of the retailer. Travellers are not calling perhaps as frequently as formerly, and the merchant is not kept so constantly in mind of his requirements. He is apt to let his stocks run very low, and then send in a hurry-up order to his wholesaler to fill the order. Perhaps the wholesaler is himself out of stock through the inability of many manufacturers to get cars. There is a delay and a shortage that annoys the retailer, and an inability to get the goods that does not please his customers. Some of these difficulties cannot be prevented. Some of them are the result of careless buying.

We would not counsel heavy buying in these days, but there is nothing to be gained by buying less than average requirements. It is well for all branches of the trade to realize the difficulties that prevail at the moment, and to do everything in their power to make things as easy as possible, and the retailer can help the wholesaler and at the same time protect himself by figuring his requirements long enough in advance to give the wholesaler a margin of safety in which to deliver the goods.

HOW FOOD CONTROL LOOKS IN ENGLAND

FOOD control is an unnatural state of affairs, and bears heavily on all. We have been prone to think that the Englishman met all the varied restrictions with a stoic calm. This is evidently hardly the case. "Grocery," a trade paper published in London, Eng., in its editorial columns has the following quotation:

"The Food Control is partly a folly, partly a sham: but it is altogether a crime against the public, and especially the poor. I say it has raised prices. I say it has hoarded stocks. I say it has created artificial as well as real scarcity. I say it has profiteered. In addition to the excessive food taxes so unwisely levied by Parliament, it has imposed charges on food which amount to illicit taxation. I say it has wasted public money."

What this paper thinks of the merits of the question may be judged from the closing sentence of another editorial.

"The charge is being made—by Mr. Burke and by a good many other people—that the Government itself is the great profiteer. The suggestion is not pleasing, but it has been made and it will have to be faced and answered."

We hardly suffer here as the Englishman suffers. When we do we will probably feel with Mr. Burke.

CHECKING SOME M. O. ACTIVITIES

THE United States Federal Trade Commission have issued a complaint against the Sears-Roebuck Company, Chicago, one of the world's largest mail order houses, charging unfair methods of competition in the conduct of their business. Attempting to discredit the quality of goods sold by its competitors was one of the abuses charged, while the combination sale was another of its offences. This phenomenal sale suggestion was as follows:

"For September and October, 33 1/3 pounds best granulated sugar for one dollar with each ten dollars' worth of groceries not including sugar of any kind or flour of any kind."

These methods of discrediting competitors, and of using their large resources to sell goods at considerably under cost price are not fair business practices, and it is a cheering thing to see that the Federal Trade Board has not hesitated to bring this great organization to a quick halt.

MARGARINE, it appears, will once again be available. A million pounds a month or thereabouts is to be released for import into Canada. This, with the Canadian manufactured article, will go a good way toward satisfying the demand.

Current Events in Photograph—No. 12

PLAYING WITH VON TIRPITZ

THERE have been many rumors of the means adopted to befool the Germans; to enable the grey fleet in the North Sea to do such wonderful work in protecting the sea lanes everywhere. This photo demonstrates one of the methods used. For seven months a fleet of wooden dreadnoughts did their part in deceiving the German admiralty. While the real dreadnoughts were being used as convoys these ships lay at anchor to decoy the German ships from their haven. At last they were successful and the German vessels were lured to Kephalo where British destroyers lay in wait to open fire. In the fight which followed the German flotilla suffered severely. One of the wooden ships was hit and beached to form a breakwater. Photo shows the one ship partly submerged and the other afloat.

Letters to the Editor

A NEW PHASE OF THE FAIR PROFIT QUESTION

Editor Canadian Grocer.—There are quite a few things that I take exception to in an article that appeared in your issue of March 8. In Re Fair Profits your correspondent says, sugar costing $8.54 would have to sell at 12c to make a profit of 25 per cent. this would be really 29 per cent.

There can be no comparison between sugar and water or sugar and gas, unless a person sold sugar and nothing else. Anyway water is no argument; if we pay the municipality 20 per cent. in excess of cost our taxes are that much lower on something else or vice versa. If the gas company are not allowed a fair margin they would undoubtedly go out of business; the company knows what it costs them to produce, but you cannot figure how much you are making or losing if you sell sugar at a gross profit of say 12 per cent., when your expenses are 20 per cent., and you do not get anything extra to make up for this in other lines. Again, talking about a company or individual having a monopoly on sugar or anything else and trying to point a moral from this is to say the least not convincing. I would like to know how he proposes that grocers could generally increase their turnover enough on unprofitable lines such as sugar, flour, eggs, butter, etc. to bring their per cent. of cost down, when it is a notorious fact that to-day the grocery business is very much overdone, and even if a few of us did boost the sales of such lines, where would the others come in? It is self evident that this cannot be done generally. I contend that if you cannot make a little more than your expenses in these lines it will have to be made upon something else. Picking out a line like bread and making a point out of the investment, does that count for anything. If a grocer sells $100 worth of bread in a week or a month at a profit of 10 per cent., while his expenses are around 20 per cent., and does not make up the deficit on something else "Finis" would soon be written on his front door.

The percent. on one pound of sugar is the same as on 20 lbs., not twenty times greater. I know one concern that had an increase of 30 per cent. last year; they pushed the lines that paid them the best profit and had fairly good success, too, they had no extra expense excepting of course the natural increase in expenses and were able to get their expenses down ¼ of 1 per cent. Could they have done even this if they had pushed the unprofitable lines? I do not think so. Grocer, Sydney. N.S.

Income Taxes and Turnover

How They Hitch and Why—Some Searching Questions for the Grocer to Answer, That Should Mean a Better Understood Business—Better Methods Imperative

By Henry Johnson, Jr.

NO investment ever made by grocers has held such sure promise of prodigally liberal return as the income tax. I am moved to think this way by certain questions asked by a business advancement organization. Here they are:

1. What is your average stock at selling price?
2. What, at cost price?
3. What were your total sales last year?
4. What is your average mark-up?
5. In which lines is your rate of turnover greatest?
6. Do your salespeople work on a bonus or commission plan?

If so, what is it, and how good are the results?

7. Do you hold meetings of salesforce to talk over methods?
8. What are the main considerations that you keep in mind when buying—how do you prevent overbuying?
9. What methods do you use to keep down returned goods?
10. Are there any ways in which you keep up your rate of turnover not covered above?

You will admit that "them's right sarchin' questions." Yet the man who can make out an accurate return for the income tax collector can also correctly answer practically all of them. Let us skip to No. 5 so that I can tell a story which shows that turnover merely by itself does not get us anywhere:

An Awakening Experience

It was once my rare privilege to work for a time under the direct guidance of the late Henry B. Steele, of Chicago, and I got more out of it than he did, for one morning a mail order reached my desk from a man I had long been trying to interest. It was a generous order and I was somewhat elated to get it until I realized that the prices stipulated were about on a level with my costs. That was a damper, but my training behind the retail counter led me to feel that simply to get a customer coming was worth while. Profits might be expected to follow on future deals, so I took the order to Mr. Steele, whose office always was accessible without red tape, and stated the case.

"But why bother with the order if there is nothing in it?" he asked

"A new customer, Mr. Steele; one I have been trying on for long—getting him started at last," I answered eagerly.

He looked at me kindly, as he always did, tolerant of my mistaken enthusiasm, and said: "What's the good of business which is unprofitable? That man is simply trying you out to see if you are anxious enough for business to sell him for less than anybody else will sell. Let's devote ourselves to the business which pays and not waste your time on customers who seek to buy too close—nothing in that—never will be."

That revealed to me the other side of the grocery business—what a grocer owes to his own business—and I began forthwith on a new tack. Thereafter the scientific study of my business became almost an obsession with me.

New Era in Progressive Management

In 1900 there was no efficiency nor scientific management talk. Practically no retail data were available, save some old saws, empirical rules, &c. I came to know in a general way that a retailer should turn his stock not less than ten times, that he should strive for twelve turns, but that when he got to twelve turns he was about right.

During the next three or four years my business grew rapidly in volume and profitableness; from $33,000, with trade mostly in staples sold to farmers and mechanics in a poor location, to $60,000 of much higher average grade to city customers in a choice location. Meantime book accounts increased from around $1,800-$2,000 to $5,500-$6,500 outstanding at inventory times.

So, though I aimed at high turnover, this prosperity threw me off my guard a bit. I was rather jarred when, on January 3, 1902, I found my stock totalled $7,380.43 on sales of $60,000, and I tried to improve things. But when January, 1903, rolled around and my stock stood at $8,911.70, I just determined that this must stop, for sales were not materially greater—say around $65,000. That was the beginning of real turnover-management with me.

Reform Accomplished Less Than I Imagined

I resolved that thenceforth I would buy nothing—not a single item—that I did not need actually for current business; that I would buy what I did need only in small quantities; and that of things which moved only spasmodically I would not stock at all, but pick up from neighbors as required. The first six months of that year was a hard time for salesmen, but I carried my point as I then saw it. Thenceforth my stock ran between $5,500 and $6,500 on the average throughout the year, even though my sales increased gradually until they reached $84,000 in 1913.

That, you will agree, was a good record for a rather fancy grocery business in a town of 30,000, but later on I discovered through more intensive study of retailing that all those years I had been wrong in thinking that my stock was being turned ten to twelve times. For, very stupidly, I had been simply dividing my average stock into my sales, thereby obviously overlooking the average margin-spread between cost and selling value.

Now I know that my stock turnover was around nine to ten times—9.16 to 10 plus, to be fairly exact.

For, suppose we take $84,000 sales with $6,500 stock. The average margin earned was 22½ per cent. Take 22½ per cent. from $84,000, to get merchandise down to cost price, and we shall have $65,100; and $6,500 will go into that just a shade over ten times. Or, take $65,000 sales with $5,500 stock. Deduct 22½ per cent. from $65,000 and we have $50,375, the cost of goods sold. Dividing that by the $5,500 stock, we have a trifle less than 9.16.

It is plain that, given 22½ per cent average margin, sales of $84,000 can only represent twelve turnovers if the stock averages $5,425 or less. Also, that, with the same margin, sales of $65,000 must be made on a stock averaging not to exceed $4,181.25 if we are to attain twelve turnovers. These fine figures are necessary if we are not to fool ourselves about what we are doing.

Difference Between Practice and Theory

Take that item No. 4. My average mark-up was 29 per cent. minus. That must have been it, obviously, since my average gross margin on sales was 22½ per cent. This, too, is a statement of practice—the practical outcome of the annual accounting. I have told, and may tell again, how the water, juice and wind were squeezed out of my values at inventory time, but here was something that puzzled me for a time. I never took stock at selling value until I acquired an adding machine. Thereafter I extended both cost and sales-value on each item. When I added them up to arrive at the answers to item No. 1 and No. 2, I found the spread to be close to 31 per cent., or an average mark-up of nearly 45 per cent. I knew I was not making any such margin. Examination gave me the key. It was this:

My preferred time for inventory always has been on the Sunday between Christmas and New Year's. That is a quiet time. It comes between two days of rest. Both myself and clerks can be subject to this little extra work—the one Sunday in the year with me—without anybody suffering. At such time there is on hand the minimum of fruits, vegetables, bread, butter, cream, few eggs, and, because for nearly 25 years I have not speculated in sugar, but have bought it every few days, only a few bags would be in stock. Thus the stock inventoried was the high-grade, dry groceries, the

(Continued on page 33.)

The Hen Problem Brings Many Answers

A Division of Opinion—The Correspondents Divided Into Two Camps, and Strangely Enough Both Appear to be Right

THE problem was raised two weeks ago regarding the inauguration of a poultry farm. One hundred dollars was to be purchased, and 100 fowl were to be purchased, and the prices were as follows: Hens, 50 cents; geese, $3.00; turkeys, $5.00. Those answering the problem arrived at two different answers to the problem, and each seems correct. Here are the answers:

Going After the Hens With Algebra

Suppose the number of hens=84. Then the number of geese and turkeys = 16. Then the value of geese and turkeys=100—42=58. Let the number of geese = x, and the number of turkeys = y. Then x + y = 16, and 3x + 5y = 58; therefore 3x + 3y = 48, and 3x + 5y = 58; therefore —2y = —10, y = 5 and x = 11.

Thus, the number of geese = 11, and the number of turkeys = 5, and the number of hens = 84.

OSCAR SCHUMMER.

Linwood, Ont.

But Oscar appears to beg the whole question at the start by supposing the number of hens to be 84. How does he arrive at this number?—Ed.

Maniwaki Answers

Answering Mr. Mortimer's poultry farm problem, he would have to get

84 hens at 50c.	$42.00
11 geese at $3.00	33.00
5 turkeys at $5.00	25.00
100	$100.00

PAT. A. LABELLE.
c|o Cavanagh Bros.
Maniwaki, Que.

A Hard Struggle

A. A. Farrar, of Tweed, Ont., replies as follows:

After figuring three sheets of writing paper and all the spare space on your CANADIAN GROCER, I find that Mr. Mortimer would have to buy

5 turkeys at $5.00	$25.00
11 geese at $3.00	33.00
84 hens at 50c	42.00
100 fowl.	$100.00

A Toronto Answer

The answer I find is as follows:

5 turkeys at $5.00 each	$25.00
11 geese at $3.00 each	33.00
84 hens at 50c each	42.00
100	$100.00

M. D. ALLIMORE.
272 Seaton St., Toronto.

Here's an Answer from Nauwigewauk, N. B.

I would buy

84 hens at 50c	$42.00
11 geese at $3.00	33.00
5 turkeys at $5.00	25.00
100 fowl.	$100.00

"SUBSCRIBER."
Nauwigewauk, N.B.

The answer to the problem is:

84 hens at 50c	$42.00
11 geese at $3.00	33.00
5 turkeys at $5.00	25.00
100	$100.00

N. FINK.
Mattawa, Ont.

I think the answer to the poultry problem is as follows: :

84 hens at 50c	$42.00
11 geese at $3.00	33.00
5 turkeys at $5.00	25.00
100	$100.00

F. W. HOLT.
Torrance, Ont.

TRY YOUR SKILL

So much interest is being taken in these little problems that CANADIAN GROCER is inclined to enlarge the field of activity and thus to give a little more diversity to this indoor sport.

Here, therefore, are a few questions. Let us have answers to any or all of them.

Come Sherlock, Help to Find This Copper

A grocer bought from a farmer's wife 30 eggs for 15 cents, that is 2 eggs for 1 cent. From another farmer he bought 30 more, for which he paid but 10 cents. He now has 60 eggs which he paid for at the rate of 5 for 2 cents. Meeting a friend who was anxious for eggs he sold the lot at the rate at which he had bought them, 5 for 2 cents, and found that he had lost 1 cent on the transaction. Where was the cent lost.—W. H. Swain, Hamilton, Ont.

This Beef Seems a Puzzling Customer

My brother Alex. and I go to market and purchase a carcase of beef weighing 200 lbs., at 5c lb., total $10.00, and each of us pay $5.00, with the intention of dividing up the beef on arrival home. On the way home we decide to divide the carcase by cutting it crosswise. Alex. decides to accept the forepart at 4c per lb. and I agree to pay 6c per lb. for the hind part, this making an average price of 5c per lb. On figuring the matter out we find that Alex. would be entitled to 125 lbs. at 4c per lb. to get his $5.00 worth, and that I would be entitled to 83 1/3 lbs. at 6c per lb., but we find that the total weight would thus be 208 1/3 lbs.—Alphonse, Tignish, P.E.I.

How Many Sheep, Friends?

I was driving a herd of sheep along the road and met another drover with a herd. He said, "Give me one of your sheep and I will have as many as you have." "No," said I: "Give me one of yours and I will have twice as many as you have." How many did we each have?

The Shoemaker and the Boots.

A shoemaker sells to a customer a pair of boots, the price of which is $5, and receives in payment a $10 bill, which he cannot change. He takes the bill to his neighbor to change, and returning gives the customer the boots and $5 change. Later his neighbor came to him claiming the bill a bogus one, and demanding his $10 back. So the shoemaker gives him back $10 good money. Who has lost on the deal, and how much?—F. W. Holt, Torrance, Ont.

Another Mortimer Solution

The answer to your second solution about the hens, geese and turkeys is:

84 hens at 50c	$42.00
11 geese at $3.00	33.00
5 turkeys at $5.00	25.00
100 fowl.	$100.00

I would have to get 84 hens, 11 geese and 5 turkeys.

WM. R. LEVANGIE.
c|o Jas. Levangie & Son.
Frankville, Nova Scotia.

A Changed Outlook on the Poultry Situation

Everything appears to have been going smoothly so far; now, however, there comes a rude jolt. It looked as though there was a fairly unanimous decision in favor of 5-11-84 basis of purchase, but along came some champions of another system.

There Is a Slump in Geese

If a person bought 100 fowl costing $100.00 at 50c, $3.00 and $5.00, he would have to buy

10 fowls at $5.00 each	$50.00
2 fowl at $3.00 each	6.00
88 fowl at 50c each	44.00
100 fowl.	$100.00

W. H. SWAIN.

A London Clerk Also Champions This View

The answer to the poultry problem is as follows:

88 hens at 50c each	$44.00
2 geese at $3.00 each	6.00
10 turkeys at $5.00 each	50.00
100 problem.	$100.00

NORMAN J. CARROTHERS.
London, Ont.

And this is my answer for Mr. G. A. Mortimer, Shelborne, R. R. No. 3. Problem on the number of poultry estimated. Answer:

88 hens at 50c each	$44.00
2 geese at $3.00 each	6.00
10 turkeys at $5.00 each	50.00
100	$100.00

SUBSCRIBER.
Louise, Ont.

An Orillia Viewpoint

In answer to your problem in March 8th issue of CANADIAN GROCER, I would work it this way:

88 hens at 50c	$44.00
2 geese at $3.00	6.00
10 turkeys at $5.00	50.00
100 fowl.	$100.00

GORDON E. GRANT.

Another Quebec Opinion

88 hens at 50c	$44.00
2 geese at $3.00	6.00
10 turkeys at $5.00	50.00
100 head.	$100.00

J. J. SAVAGE.
South Stukely, Que.

(Continued on page —.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Eastern Grocery Company, Souris, P.E.I., suffered fire loss.

J. W. Godard, confectionery, biscuits, etc., St. John, N.B., is dead.

Lerisky & Company of Bathurst, N.B., have opened a retail grocery store in Main street, North End, St. John.

B. W. F. Titus, of Moncton, has purchased the retail grocery business of the late Robert Jones, Main street, St. John, and will continue at the same stand.

The Retail Merchants' Association have been giving careful consideration to the proposed "Bulk Sales Act," which may be presented to the New Brunswick Legislature this session. The general attitude of the retailers is unfavorable.

Through the St. John Board of Trade, a Boston firm of commission merchants have offered a substantial prize for the best box of strawberries shipped to them from New Brunswick this year as an inducement to the growers to produce better stock.

The lobster season so far in the Bay of Fundy and on the Nova Scotia coast has shown a considerable reduction in shipments as compared with the corresponding period last year. Excessively cold weather added to the increased limitations in the market owing to embargoes help to account for this.

The Booth Fisheries, Limited have notified the city of St. John that they have accepted the terms proposed by the city in reply to their request for concessions in connection with the establishment of a sardine packing plant at St. John. The chief provision is tax exemption for a period of five years. H. Grady, representing the company, has arrived in the city to complete arrangements for rushing construction work and hopes to have the plant erected and in operation this summer. The project will involve an expenditure of from $75,000 to $100,000 for the plant and an annual outlay of about $500,000 for fish and other material and for labor. The new plant is expected to stimulate the activities of the weirmen. Mr. Grady confirmed the report that his company has purchased the plant, which they have been operating under lease at Chamrook, Charlotte county, N.B., and will continue operations there this season.

Quebec

T. Desmarais, grocer, Lachine, Que., has sold out.

Montreal Fruit Exchange, Ltd., has been incorporated.

Montreal Pure Milk Co., Montreal, has dissolved partnership.

H. N. Beland, general store, Quyon, Que., has discontinued business.

P. Lehouillier, general store, St. Sylvere, Que., has suffered fire loss.

Cailler & Freres, butter and cheese factory, St. Felix de Kingsey, Que., have dissolved partnership.

Ontario

E. B. Echlin, grocer, Hamilton, Ont., has sold out.

J. A. Rourke, merchant of Hepworth, Ont., is dead.

Ross & Howey, general store, Nanticoke, Ont., have sold out.

McDonald & McCann, grocers, Toronto, have discontinued business.

J. M. Stickle, grocer, Toronto, has been succeeded by A. B. Burlton.

W. L. Larway, grocer, Toronto, has been succeeded by N. Raham.

A. Kinsman, grocer, Toronto, has been succeeded by L. W. Richardson.

L. Brisson, general store, Drysdale, Ont., has discontinued business.

H. Langs has purchased general store of H. G. Mills, Yarmouth Centre, Ont.

H. E. Stewart, general store, Renton, Ont., has sold out to A. C. Olmstead.

Miss F. M. Saunders, grocer, Toronto, has been succeeded by F. G. Bailey.

C. O. Simmons, grocer, Fergus, Ont., has sold grocery stock and discontinued business.

C. R. Langstaffe, general store, Stratton, Ont., has been succeeded by McNab & Wilson.

Fenwick, Hendry & Co., wholesale grocers, Kingston, Ont., have suffered fire loss.

Gubb Bros., grocers, Toronto, Ont., have sold branch store on Kingston Road to Collingwood Bros.

Bluevale Cheese and Butter Company, Bluevale, Ont., has been sold to H. H. Hammond of Moorfield.

Arthur Flour Mill, Grand Valley, Ont., has been reopened with new machinery after being closed for a year.

Blenheim Syrup Company, Blenheim, Ont., is installing up-to-date plant for manufacture of syrup from sugar cane.

G. T. Falconer, member of the firm of Falconer Bros., and manager of Fruitgrowers' Limited, Port Elgin, Ont., is dead.

J. F. Holloway, grocer, Lindsay, Ont., has disposed of stock to Lieut. H. M. Wanamaker of Brighton, Ont. Mr. Holloway expects to resume business in Toronto.

Western Provinces

A. Meta, grocer, Edmonton, Alberta, has been burnt out.

S. Salone, general store, Rush Lake, Sask., has discontinued.

Callum Bros., general store, Winnipeg, Man., have discontinued.

A. Baru, general store, Chaplin, Sask., has discontinued business.

A. Kalil, general store, Morse, Sask., has discontinued business.

S. Kozy, general store, Valley River, Man., has suffered fire loss.

R. Rollins & Co., general store, Killarney, Man., has discontinued.

F. R. Ruemper, general store, Leader, Sask., has sold to S. Freedman.

W. H. Loree, grocer, Winnipeg, Man., has been succeeded by W. A. Parker.

H. Wordinski, general store, Alvena, Sask., has moved to Cudworth, Sask.

G. & O. Cash Store, grocers, Winnipeg, Man., has discontinued business.

Wm. McGinn, general store, Brownlee, Sask., has been succeeded by C. L. Milne.

Robt. Rollins & Co., general store, Killarney, Man., has discontinued business.

G. Armitage, general store, Wauchope, Sask., has been succeeded by C. Moscovitch.

E. J. Boughen, general store, Valley River, Man., has been succeeded by M. Goren.

J. Delamont, grocer, Moose Jaw, Sask., is transferring business to A. W. Delamont.

S. Horton, grocer and butcher, Winnipeg, Man., has been succeeded by T. Edwards.

Moscovitch Bros., general store, St. Boniface, Man., has discontinued Wauchope branch.

Burroughs Bros., general store, Chaplin, Sask., have been succeeded by L. B. Burroughs.

The J. A. McGillivray Co., Ltd., general store, Cadillac, Sask., has been succeeded by Neelands & Co.

Sigurdson & Thompson, grocers and butchers, Winnipeg, Man., have dissolved, Thompson continuing the business.

Anderson & Anderson, general store, Cypress River, Man., have dissolved, Jonas Anderson continuing the business.

Retail merchants, through the Retail Merchants' Association of Chauvin, Alta., are petitioning the Alberta Government to establish a small debts court.

The business carried on by Mr. Harry Howe, Prince Rupert, under the name of The Regal Distributing Co., has been acquired by J. C. Gavigan of the Rupert Table Supply. Mr. Gavigan expects soon to be giving an automobile delivery service.

GEORGE H. CAMPBELL GOES TO WINNIPEG

George H. Campbell, who for a considerable number of years past was associated with the T. H. Estabrook Company as manager of the Toronto office, and who severed his connection with that firm some time ago, has gone to Winnipeg to assume the management of the Todhunter Mitchell Coffee Company of that city. Mr. Campbell's many friends in the east will wish him the best of luck in his new field of activity.

WEST IS ANIOUS FOR PRODUCTION

Business men of Winhipeg are solidly behind J. D. McGregor and Hon. C. A. Dunning in a campaign to secure labor to put in and harvest the crop of 1918 and prepare new land for the crop of 1919. A meeting of representatives from forty of the leading business organizations and prominent clubs of the city was recently held. After listening to brief speeches by the two Western representatives of the Canada Food Board, the meeting passed a resolution pledging their undivided support. There was said to be sufficient help to put in and harvest the crop but it had to be mobilized. The meeting passed a strong resolution endorsing the fixing of a minimum price for the 1919, 1920 and 1921 crops to stimulate the breaking of new land.

SEED CORN AT $50 A BUSHEL

Seed corn guaranteed to germinate 98 per cent., sold at the world record price of $50 per bushel at William Taylor's recent auction sale near Harrow, Ont. There were only eight bushels in the lot, of Whitecap Yellow Dent variety, and the seed corn situation is so acute in the corn belt that the buyers became frenzied in their efforts to procure it. The first bushel was knocked down at $30, while subsequently prices were run up to $50 to procure the last bushel.

EARLY CLOSING IN WINGHAM, ONT.

With the belief that no movement can be more beneficial to the young manhood or womanhood of Canada than the application of regular hours to the storekeeping classes, merchants of Wingham, Ont., have followed the lead of other large centres in declaring for early closing. The following excerpt is taken from the local newspaper of Wingham concerning the matter.

"Being behind the counter when others are free has been and is the curse of storekeeping. It has helped to nullify and stunt the merchant's interest in community life, and instead of being a mighty influence for good in society, they become its slave.

"From the owner of a store down to the boy, intelligence, quick action, and strict integrity are needed at every turn. If we want to get the best out of the boys and girls behind our counters, everything should be done that will elevate the business.

"Our Wingham merchants are only following the lead of other large centres and big progressive men and women.

"A saving of life's energy—
A big saving directly and
Indirectly of light and fuel,

and a more united and better family life will be the first results. We believe these things are of very great importance.

"Will the ladies of Wingham and surrounding country help to make them easy of attainment."

JOHN A. CHEYNE GOES WEST

Winnipeg Broker Now Travelling for Acme Vinegar Co.

John A. Cheyne has severed his connection with H. P. Pennock Co., Winnipeg, and has accepted a position as special representative with the Acme Vinegar Co., Coca Cola Bldg., Winnipeg. He left last Sunday night for a trip to the Pacific coast, calling on the wholesale trade in the large centres.

JOHN A. CHEYNE

FARMERS HAVE PLENTY OF MONEY

G. R. Cobban, merchant in Muncey, Ont., also of the Muncey Supply Co., was in Toronto last week on business. While there he visited the office of CANADIAN GROCER. Mr. Cobban points out from his experience business is splendid in the country districts, the farmers having plenty of money to spend. He notices, however, that many farmers and their wives are buying more good old fashioned quality stuff rather than fancy goods with an attractive appearance. This applies more particularly to dry goods.

CANNED VEGETABLES AGAIN TO BE BANNED

The sale and use of canned vegetables is expected to be banned again this season so that the product will be available for use overseas. This is the announcement of F. Abraham, chairman of the Vacant Lot and Home Garden Section of the Food Control Board. The board is making an urgent apeal for the cultivation of all waste spaces in and around the cities.

INCOME TAXES AND TURNOVER

(Continued from page 30.)

goods which moved more slowly than the quick-turning staples mentioned, on which the average margin is close to 10 per cent.

I derived a lot of satisfaction from this discovery. I knew that a large percentage of groceries is handled with a margin very inadequate—or apparently inadequate. So it was a source of comfort to find by actual figures that the real groceries, which moved slowly, and on which we must use every endeavor to make a margin wide enough to offset the light staple earnings, were in my case apparently well protected.

Value of Figures for Income Tax

The income-tax connection hitches on right here. This year—that is, figures for last year—the authorities are going to be lenient and accept approximate returns. But next year there is not going to be such leniency. This time you may guess, if you have no figures. Next time you must know.

Now, inasmuch as merchants who have to guess now will be compelled to install and utilize adequate accounting systems to be able to render a clear, authoritative return at the end of 1918, all they pay as income taxes will prove to be excellent investments for them, for to know just where we stand every year is to know practically where we stand every day in the year, and such knowledge is worth a big lot of money to any merchant.

There is enough left over from that list of questions for many papers. Probably I shall discuss more of the questions. Meantime, if you happen to think of anything worth while, you might write about it.

New Goods Department

"KLEEN-CUP" WOOD FIBRE CONTAINERS

Mono Service Co., Newark, N.J., are placing on the Canadian market a wood fibre container known as "Kleen Cup," designed to take the place of tin containers in the packing of oysters, milk, ice cream, jams, butter, honey, confections, etc. The company announces that it will submit a package to meet the needs of any packed products, or selection can be made from a wide range of packages already manufactured.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

A BIG advance in oranges has occurred during the week and a great scarcity for the next two or three weeks is anticipated. New prices issued show advances of from 50c to $1.00 per case over highest quotations prevailing last week. All lines of onions have registered a decline of from $1.00 to $1.25 per bag and the demand continues brisk. Lower figures are given out for potatoes though receipts show little improvement as yet owing to the condition of the roads which prevents farmers getting to the shipping centres.

The sale of tea continues good and the cheaper lines are available in large quantities. The finer grades are reported scarce and best quality Pekoes are costing almost excessive figures to import. Lower grades are being sold here at fully 10c per pound less than these could be bought and brought into this market.

The extreme demand for mill feeds is stated to be due to the fact that prices set on same are less than what farmers can secure for their rough feeds and not owing to limited production. Flour and feed have been turned out in greater quantities than ever before during the past year and with normal prices ruling on rough grains mill feeds would be available in ample quantities.

Offers of raisins for July and August shipment have been withdrawn. It is reported that the California crop has been exhausted except on seedless. Retailers are being urged to place their orders early as under present transportation conditions no hope is held out that further shipments for Christmas trade will be available after August. Shipments of prunes that were held up have reached the city and wholesalers will be enabled to fill a large percentage of back orders which have accumulated.

Cereals show little disposition to change although it is thought corn may decline and in some quarters a reduction of 25c per bag of 98 lbs. has been made in cornmeal. A lower price on oatmeal and rolled wheat is in effect with some wholesalers on single bag lots.

QUEBEC MARKETS

MONTREAL, March 19. — The week's interest is somewhat more confined and business is probably a little easier than it has been. In a broad sense there is still a fair amount of business for general lines and prices, while unchanged, have remained firm and in some particulars have a decided tendency to advance. This is true of spices, cereals, molasses and syrups, sugar, rice and tapioca. There is a decided scarcity of peanuts and for these the demand has been specially active.

Lamp Burners Are Up, Also Salad Dressings

Montreal.

LAMP BURNERS, SALAD DRESSING.—Advances have been made in various sizes of lamp burners. The No. 0 is advanced 20c per doz. to $1.15; the No. 1 to $1.20 and the No. 2 is selling at $1.40. These advances are based at 20c per dozen over previous quotations. Royal salad dressing has been advanced 50c per dozen. These advances have made the price of the lunch size $1.60 per dozen and that of the half-pint size $3.50.

More Sugar Supplied Canada Than In States?

Montreal.

SUGAR.—That there is more sugar per capita available for use in the homes of Canadians is apparent from the fact that the per capita consumption here has been considerably greater than that in the adioining Republic. It was stated to CANADIAN GROCER that in one large United States city considerable quantities of syrup were being used to sweeten tea and coffee, and that there was more sugar in Canada, relatively-speaking, than there was in the United States. This is interesting and in view of the fact that both governments are co-operating so closely it is probable that raw sugars will not be any too free for the immediate future. Suggestions are made that the use of sugar might well be curtailed and more equally distributed than at present if a system of checking were undertaken and carried out impartially. The commodity is decidedly scarce, even though refiners have been working—some of them on full time, it is said. In view of the revised freight schedules it is likely that the price of sugars will be revised to cover the same. The commandeering of Dutch shipping will, it is stated, be a considerable factor in improving sugar deliveries from the Cuban ports to the United States and this will naturally reflect on the situation here. Some deliveries are being made and all jobbers and retailers seem to be getting at least a portion of their requirements. Prices are unchanged.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 65
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Enough Canned Goods To Meet All Demand

Montreal.

CANNED GOODS.—The distribution of canned goods is being effected and supplies are changing hands from week to week. In this manner it is expected there will be a gradual absorption of stocks, and if the same are passed around and supplies adjusted to meet the needs of the various parts of the country, it is expected that there will be a sufficient supply to cover these needs. Prices are firm and rule high. Demand has improved and will continue to improve for some time, say the jobbers. The season when canned goods are active is now here and will see much more turnover of stocks than there has been during the winter months. In the United States there has been very little interest in the present market. Canners realize that they will have to submit tentative prices

to the Food Administration which will be acceptable to them without further revision. In view of this they are likely to prepare schedules carefully. There is likely to be an elimination of the usual speculative element. Prices here rule firmly without change.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	2 40	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80
Pinks, 1-lb. talls	....	2 40
Cohoes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 1's	....	1 20
Tomatoes, 3s	2 60	2 75
Tomatoes, U.S. pack (2s)	2 10	2 12½
Tomatoes, 2½s	2 45	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Easier Tone For Dried Apples; Other Lines Firm

Montreal.

DRIED FRUITS.—The tone of the dried fruit market is one of firmness and with one exception all prices are maintained. Slight weakness in evaporated apples is due to the fact that the high prices have somewhat confined free movement of the commodity, and in view of the fact also that there has been an easier scale of prices for some kinds of barrel apples, the price of the evaporated has eased. It is stated that there will be no further bookings accepted for raisins and that only those who have booked previous to March 18 will have contracts filled on the basis of bookings so made. Of course this is probably a decision upon the part of packers to relieve themselves of responsibility and to conform more closely with United States Government requirements. Prices continue to rule firmly in all lines, with trading fairly light. This latter condition is characteristic of the United States markets.

Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	5 75
Do., Dromedary	....	6 50
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. (12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 17
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	0 12½	0 13½
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Deflection Of Shipping To Affect Spice Delivery

Montreal.

SPICES.—One of the interesting features this week in connection with the commandeering of Dutch shipping is that of its probable effect on the delivery of peppers, cassias, nutmegs, etc. These are procured in the Dutch colonies of the East and if the shipping is thus taken out of its regular trade routes and otherwise used there will in all probability be some considerable difficulty in getting the usual supplies, that would have come forward at least in better volume than is probable now. Pepper is firmer in both black and white grades. Clove supplies are smaller and mace is in active demand. There is a strong undertone to the nutmeg market. Locally, the demand all around is limited and it is expected still that there will be some advances soon.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 60	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Demand For Peas And Beans Expected Large

Montreal.

BEANS.—There is a fairly good demand for beans for immediate delivery. These are going forward in the usual seasonable quantities to the country points, the city demand being fair. Prices are firm and will probably be so throughout the season. A large demand is expected to develop soon for both beans and peas, for the latter particularly. Seedsmen state that there is a fair demand for peas just now, and this is probably accounted for owing to the cheapness of the product and its good food value.

Beans—		
Canadian, hand-picked, bush.	9 50	10 50
Ontario, new crop, 3 to 4 lbs.	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Rice Firm Everywhere; Tapioca Will Be High

Montreal.

RICE AND TAPIOCA.—One of the chief topics of interest in the more staple lines of groceries has been that of rice. Continuing for many weeks without change, there has of late been a firming of prices in all grades. Selling has been fair although the compass of business is not great. Tapioca is expected to figure as one of the commodities that may be harder to obtain from the Dutch colonies, through the deflection of shipping to the cause of the Allied governments elsewhere—a great deal of the tapioca that comes to United States importers being produced there. While there are no further revisions this week, prices are very firm and may advance further.

Carolina	11 50	12 50
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"	....	8 50
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	7 60	8 20
Mandarin	8 75	8 90
Packling rice	7 70	8 25
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15½	0 16

New Prices On Syrup; Molasses Is Firming

Montreal.

MOLASSES AND CORN SYRUPS.—New prices have been arranged and announced as effective March 15 for Crystal Diamond cane syrups. The same are as quoted in the undermentioned list. In the corn syrup list there have been no changes but these are likely to be revised in the very near future, to the extent at least of adjusting prices in conformity with the recent increase of 15 per cent. in freight rates. Corn is still very scarce and is coming in very slowly from the Western points. While there are fluctuations in Chicago deliveries are still so infrequent and erratic that the influence is of little consequence here. The demand for the light syrups is still very large and this is accounted for to some extent owing to the high prices and the scarcity of molasses. There has been a firming tendency to molasses the past few days and this is represented in a two cent advance. It was stated to CANADIAN GROCER by a large Montreal importer that, added to the difficulties already outlined in these columns, as much as $10 premium per puncheon had been asked by freight carriers from the producing points.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		

Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

Barbadoes Molasses—	Fancy, Island of	Choice, Montreal
Puncheons	0 92	0 95
Barrels	....	0 96
Half barrels	....	0 98

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—	
2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs	8 00
Half barrels, per 100 lbs	8 25

Honey And Sugar Sales Light And Supply Small

Montreal.

HONEY AND MAPLE PRODUCTS.—The weather of the past two or three days indicates the near approach of good sap weather. If the usual condition prevails that of freezing nights and warm thawing days, it is expected that there will be a great deal of interest in tapping the maple bushes this season. For all the syrup and sugar that can be produced there are evidences of a brisk demand and many appear to be preparing on a large scale for the tapping of their own bushes and of others adjoining, if they can make arrangements. The present supply of old syrup and of sugar is limited. The same applies to honey, and the buckwheat product is more than ever in evidence, indicating that the clover honey supply is running short. Prices are maintained without change.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 19
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 22
Clover, 60-lb. tins	....	0 21
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Demand For Peanuts Greater Than Supply

Montreal.

NUTS.—There is very little interest in any of the nut varieties that will approximate that obtaining for peanuts. The latter are being asked for from city and country alike and the supply is in no wise ample for the immediate needs. One of the large Montreal importers stated to CANADIAN GROCER this week that he had eight cars on the way from Virginia and that one of these had been shipped in December. It had reached a point near Toronto and was there stalled. Difficulties of transportation are expected to be less before a great many weeks, and there will be somewhat better movement gradually, it is confidently hoped. There have been no price revisions during the week but all lines are holding in a firm market.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 61	0 63
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Corn Flour And Cornmeal Scarce; All Prices Firm

Montreal.

CEREALS.—There is a decidedly firm tone to the market for corn meal and also for corn flour, of which there is very little to be had at the present time. A great deal of the corn flour has been imported already milled, and there is a certain large amount milled here. The embargoes that have prevailed during the winter have served to reduce the local supply of corn flour to such a great extent that there is now little available. As a consequence the price rules high. Cornmeal is very firm, due to the great scarcity of spot corn, few cars having been received. Rolled oats and standard and granulated oatmeal are still firm, although there has been a little easier tone to the oat market. Business is fairly active for cereals.

Barley, pearl	8 75	9 50
Barley, pot, 98 lbs.	6 75	7 50
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	6 50	7 25
Cornmeal, yellow, 98 lbs.	6 50	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal, standard, 98 lbs.	6 55	6 60
Oatmeal, granulated, 98 lbs.	6 55	6 60
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	10 25	11 25
Rolled oats, 90-lb. bags	5 50	6 00
Rolled oats (family pack.), case	5 75	5 80
Rolled oats (small size), case	2 05	2 12½
Rye flour, small lots, 98 lbs.	....	6 25

Buyers Anxious To Get Mill Feeds With Flour

Montreal.

FLOUR AND FEEDS.—There is still a good demand for flour and mills are very busy with the orders that have come to hand. There is very little inclination upon the part of mills to seek new business as they want to get orders cleared away and prevent too great accumulation of these. The demand for millfeeds is enormous and cannot be met. As a matter of fact it is stated that some of the farmers are in a real bad way for the needed feeds to feed and fatten their stock, and that if the situation is not improved there will be considerable stock sent to market in the near future that would be kept were the feeds available. This condition would seem to be more accentuated in the East than in the Western part of Canada and many large users have been soliciting supplies through placing flour orders, but this cannot be done at the present time and feeds are distributed as fairly as the limited supplies will permit. Feed oats are a little easier this week at $1.12 per bushel.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 10
Car lots (delivered), Bakers	....	11 20
Small lots (delivered)	....	11 30
Bran, per ton	35 00	....
Shorts	40 00	....
Crushed oats	69 00	73 00
Barley chop	78 00	87 00
Barley meal	71 00	78 00
Feed oats, per bushel	....	1 12

Present Supply Coffee Ample; What Of Future?

Montreal.

COFFEE.—There is plenty of coffee to meet the present demand which is fair. At the rate it is being used up in the United States at present there will need to be a large and steady delivery of supplies from the south. The troops of Uncle Sam are using a great quantity. If the South American growers are unable to get ample shipping there will be a tendency to liquidate largely and this will probably have the immediate effect of lowering prices there. In the meantime there is a limited amount of trading both in futures and in spot stocks. Prices are unchanged. Cocoa sales are still reported brisk.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 48
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Tea Prices Hold; Market Very Active

Montreal.

TEA.—The prices on tea have been held without change, but they rule firmly. Sales have been better the past week and the enquiry is good both from the jobbing and retail trade in city and country. It is apparent that the stock of tea in Canada has been very large, and this is one reason for the prices being maintained without upward revision. It was pointed out to CANADIAN GROCER that Ceylon teas could not be purchased to-day in some grades for the prices that are being asked here. There has been an evident desire on the part of many small importers to liquidate holdings. This has been essential in many instances to enable these importers to get their money out. Another reason assigned for the present activity is that of the probability of the Government imposing a heavy duty, which might be as much as 20c to 25c per pound, one importer suggested. On the amount used in Canada annually this would yield the Government a fair revenue, which would in a measure offset other restricted revenues such as that from liquor.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50

Javas—		
Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Fruit And Vegetable Trade Has Been Quiet

Montreal.

FRUITS AND VEGETABLES.—Considerable quiet obtains in some of the commodities offered through the fruit and vegetable trade. It will probably be different in another week when Easter trade is expected to be active and when some of the fruits and imported vegetables will be in more active demand. The changes of the week have been few. California celery has declined very sharply to $5 per crate, and this is accounted for through the delivery of the Florida variety which is selling so much lower. Cauliflower is down 50c per crate in the one dozen size. Spanish onions are much cheaper and the red onions are also away lower to $1 per bag. They are inactive and there is very little sale for them at any price. It would seem that there are many who have supplies of the coarser vegetables ample for their own needs. There are no changes in citrus fruits or other lines although prices on oranges, lemons and grapefruit are ruling high. There is a weaker tone to the apple market. New Brunswick potatoes still rule without change and the local variety are weaker in tone but without revision of price being made.

Bananas (fancy large), bunch	3 50	4 50
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	4 25	5 25
Oranges, California navels	7 00	7 75
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to size	4 50	7 00
Lemons, California seedless	....	5 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64	....	4 50
Grape fruit (fancy Porto Ricos) 54, 64	....	4 25
Grape fruit (fancy Porto Ricos) 36	....	4 00
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga (keg)	7 00	7 50
Grapes, Malaga (heavy weights. tinted), per keg	....	12 00
Grapes, Malaga, medium	....	10 00
Cocoanuts (sack)	....	7 25
Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	4 00	5 00
Russets	5 50	6 00
Apples, boxed	....	2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3 (ordinary), bbl.	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3 (ordinary), bbl.	....	4 00
Boxed apples (all sizes)	....	2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz crate	2 00	2 50
Cabbage, Montreal, per bbl.	2 50	3 00
Cabbage, Montreal, doz.	1 00	1 25
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	....	5 00
Celery (Wash.), doz.	....	1 50
Celery, Florida	2 75	3 00
Cucumbers (Boston), doz.	2 50	3 00
Horseradish (Can.)	....	0 20
Endive (Can.)	....	0 25
Endive (Amer.)	....	0 50
Mint	....	0 60
Leeks	3 00	4 00
Onions, red, 100-lb. bag	....	1 00
Oyster plant	....	0 75
Parsley (Amer.)	....	1 50
Parsley (Can.)	....	0 75
Spanish onions, half cases	2 25	2 75
Spanish onions, large crate	4 50	5 50
Spanish onions (small crate)	1 25	2 75
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag.	1 60	1 75
Potatoes (New Brunswick), bag	2 00	2 25
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	0 90	1 00
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.	....	0 40
Lettuce, curly (3 doz.)	....	2 50
Lettuce, Boston, hothouse (2 doz. in box)	2 25	2 75
Lettuce (Florida), hamper	....	2 75
Mushrooms (lb.)	....	1 00
Cranberries (Cape Cod), box	....	5 50
Do., per gallon	....	0 90
Watercress (Can.)	....	0 60
Watercress (Amer.)	....	1 25

ONTARIO MARKETS

TORONTO, March 20.—Several minor changes have been made during the week in wholesale prices. Montserrat lime juice prices for 1918 have been set and advances are reported in some lines of vinegar. Silver polish and stove polish show an upward trend, and the new freight rates established have resulted in adjustments being made on the equalized rates on sugar. Aylmer jams, jellies, fruits, and marmalades have advanced in price, but the market generally on canned goods shows little change. The primary markets on spices would warrant increased prices, but no change locally is reported. Oranges are extremely high in price, and a great scarcity for the next two or three weeks is anticipated.

Business is reported good, and lines available are moving forward freely.

Transportation Outlook For Sugar Brighter

Toronto.

SUGAR.—The action of the United States and British Governments in deciding to use Dutch tonnage is looked upon with satisfaction and a great deal of relief by the sugar trade. It is thought that a share of this tonnage, as originally planned, will be devoted to the sugar carrying trade, or that at least the steamers which had been chartered for this purpose, but which were withdrawn when the hitch in the negotiations occurred, will be restored. It is now felt, with other arrangements that have been made, that ample cargo space is assured to move raw sugars expeditiously from the plants to refining points.

The increase in freight rates has resulted in further additional charges being made on the equalized freight basis established. Where the rate on freight is 20c or less 3c is now added; from 20c to 30c, an addition of 5c is made; from 30c to 40c, an addition of 6c; from 40c to 50c, an addition of 8c.

Receipts of refined were limited during the week, and wholesalers are dealing sugar out one bag at a time, if at all. Yellow is also rather scarce, and the whole situation hinges on transportation. A decided improvement in the ability of the railways to handle shipments quickly will do much to relieve the present shortage. Prices show no change for the week.

Atlantic, extra granulated	8 79
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	8 54
Can. Sugar Refinery, extra granulated	8 54
Cases, 10-lb. tins, ½ doz. to cs.	4 95
Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

1918 *Prices On Lime Juice; Vinegar Higher*

Toronto.

LIME JUICE, VINEGAR.—New prices on some lines of lime juice have been announced for 1918, while others remain unchanged. Montserrat lime juice, small bottles, is being sold at $4.50 per dozen, and large bottles, $8.50 per dozen. An advance in vinegar shows small bottles selling at $1.50 per dozen and the large size at from $2.50 to $2.75 per dozen. H. & L. package peas, which have been selling at $5.60, show a big advance in some quarters to $7.60 per case, or $1.90 per dozen. Maple butter in 24 1lbs. takes a new price of $4.80 case. Other lines of polish have undergone revision during the week. Silvo silver polish, No. 3 size, has advanced to $1.10 per dozen, and No. 6 to $2 per dozen. Nonsuch liquid stove polish has also registered a new high price of $1.25 per dozen. Reckitt's blue is being quoted at 23c per pound.

Situation In Molasses Uncertain; Syrup Up

Toronto.

MOLASSES, SYRUP.—Spot stocks of molasses are reported decidedly scarce and prices show a very firm trend towards higher levels, though no changes locally have been recorded. Some shipments of Barbadoes are reported rolling, but indications are that there will not be sufficient to supply the Canadian market available.

During the week Crystal Diamond syrup has recorded an advance of 45c per case of two dozen, and new price now ruling for 2's is $5.50. No other change in corn or cane syrups has been made and prices are holding firm, with the demand good.

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Do., No. 1 yellow	....	8 14

Half barrels, ¼c over bbls.; ¼ bbls., ½c over

Cane Syrups—		
Barrels and half barrels, second grade, lt	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 98	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	....	6 50
West India, 5-gal. kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to ease, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Jams, Jellies, Fruits Record Advances

Toronto.

CANNED GOODS.—The Aylmer line of jams, jellies, fruits and marmalade has shown an advance in price during the week, and in jams and fruits shortages are reported in the strawberry and raspberry. Some of the more familiar lines with new quotations now in effect are: Jams 16 oz., raspberry and strawberry, $3.30 dozen; black currant, $3.20; blackberry, $3; 4-lb. size, raspberry and strawberry, 85c per tin; black currant, 83c; blackberry, 78c. Jellies, raspberry, black currant, red currant, 16 oz., $3.25 dozen; 4-lb. tins, 85c each. Syrup fruits in pint jars, red cherries, black currants, red currants, $3.45 dozen; plums, greengage, $2.95; Lombard, $2.90 per dozen. Orange marmalade, 16-oz. jars, $2.95 dozen; 2's tins, $4.45 dozen; 4's tins, 74c each. Practically no change is apparent in other lines of canned goods. Canned vegetables are holding firm, with the demand fair. The adoption of a period of restricted sale on this line is again being talked of by the Government during the period when green vegetables are available, and whereas this may curtail the sale somewhat, it is not expected that great hardship will result, nor stocks accumulate unduly. It is felt that canners will see in this order no reason for curtailing their pack, and it is thought they will exert every effort to put up as big a pack as possible.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 15	2 25
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 65	2 75
Peas, standard	1 95	2 25
Peas, early June	2 00	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 77	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Shipments Of Prunes And Raisins Received

Toronto.

DRIED FRUITS.—Some shipments of prunes and raisins have arrived during the week, and wholesalers receiving same will be enabled to clean up a long list of back orders which have been accumulating. An advance in the primary market of ½c on prunes has been made, but quotations locally remain unchanged, though firm. It is stated that the California crop of raisins is exhausted, with the exception of seedless, and offers for July and August raisins have been withdrawn. It is expected retailers will largely have to depend on early raisins for their Christmas trade, and it is urged that they place their requirements early. Peaches are exhausted in the primary markets and the fig crop has been practically disposed of. Prices have held firm on all lines, with the demand for available lines good.

Apples, evaporated	0 23	0 24
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 35
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 30
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lb., 25's, faced	....	0 17
50-60s, per lb., 25's, faced	....	0 16
60-70s, per lb., 25's, faced	0 14	0 15
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	....	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	0 15½
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 11½	0 13
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14	0 15½
Seedless, screened, lb.	0 13	0 15½

Supply Cheap Teas Good; Fine Grades Scarce

Toronto.

TEAS.—The market is plentifully supplied for immediate needs of the cheaper grades of tea, black, but fine teas are reported scarce and exceedingly high in price for import. Best quality Pekoes are now costing over 50c per pound to import. Lower grades, which would cost 36c to 45c to import, are being marketed here at fully 10c per pound less. Ceylon teas are higher in the primary markets, as the British Government has taken over 80 per cent. of the supplies, which not only firms the market, but will affect deliveries to this country. Heavy stocks of Javas are available in America, but the action of the United States and British Governments in taking over Dutch tonnage will result in ships which have been used almost exclusively in tea trading being withdrawn, and will mean a firmer tone to the market on these lines. Spot stocks are moving freely, retailers showing a disposition to cover against a possible tax. No change locally is reported in quotations, which are given herewith.

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 40
Second pickings	0 30	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Active Demand For Coffee; Very Firm Undertone

Toronto.

COFFEE.—Activity marks the trend of coffee during the week, and retailers are showing a disposition to buy in very good quantities. Spot stocks are reported as being none too heavy, and a very firm undertone in the matter of price is evident. Greater difficulty in getting shipments through is being experienced though, and what the future may reveal is not being predicted. Quotations for the week remain unchanged as follows:

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	....	....
Rio, lb.	0 19	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	....	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Conditions In Primary Markets Warrant Advance

Toronto.

SPICES.—A very firm undertone on spices is reported for the week, due to strength developing in the primary markets. It is said that conditions in the primary markets are such that advances would be warranted locally, although no change has been made. Supplies are becoming limited in some lines, and with the unusual conditions prevailing it is

impossible to forecast when new stocks will be arriving. The strong tone that has characterized the market heretofore is retained and the trend of prices is in an upward direction.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 38
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 28
Peppers, black	0 36	0 40
Peppers, white	0 42	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 28	0 35
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	0 96
American high test	....	....
2-oz. packages, doz.	....	1 45
4-oz. packages, doz.	2 60	2 80
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	5 05	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Spot Stocks Of Nuts Light; Almonds Decline

Toronto.

NUTS.—Spot stocks of practically all nuts are rather light, and this has tended toward firming up the markets materially. Peanuts and walnuts are both reported very scarce and new goods are not arriving. Many shipments are in transit, but when they will reach the local market no one can say. In some quarters shelled almonds are being quoted at 40c per pound, a decline of 4c over last week's lowest figure.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.	....	0 22
Walnuts, Manchurian, lb.	....	0 20
Filberts, lb.	0 19	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 27
Do., No. 1 Virginia, roasted	0 21	0 22
Brazil nuts, lb.	0 14	0 17
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 40	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 65	0 75
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, Japanese, lb.	....	0 17

Supply Of Select Domestic Beans Light

Toronto.

BEANS.—The supply of domestic beans remains limited and select grades are decidedly hard to procure. The demand is very good for all grades and stocks in fair condition. Limas are still on the market, and are being quoted at from 18c to 22c per pound. The market remained steady during the week on the following basis:

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	....	9 00
Mangoons, per bush.	6 60	7 00
Yellow eyes, per bushel	....	....
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 18	0 22

Rices Becoming Very Hard To Secure

Toronto.

RICES.—Nothing new has developed in the rice situation during the week, but from all quarters mention of the increasing difficulty of securing shipments has been made. The embargo on American rices still continues, and the United States Government is watching all shipments of Japan rices, taking over what they need, no matter to what destination they may be billed. Spot stocks are light and the market remains steady, with a slight change in some of the differentials. Japan rices, fancy, are still being quoted at $10 per 100 pounds in some quarters. A shipment of tapioca has reached the city; quotations remain unchanged.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	12 00	12 50
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 00	12 00
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	8 25	8 50
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Market Firmly Held In Package Goods

Toronto.

PACKAGE GOODS.—It was stated in last week's issue that Kellogg's cornflakes had advanced to $4.25, and later declined 10c to $4.15 per case. This was an error, as no decline followed the advance of 25c to $4.25, and the correct quotation now prevailing on this line is at this latter figure, namely, $4.25 per case. It is stated by the manufacturers that the corn situation is serious, and that orders are only being taken subject to their confirmation. They state further that they are finding it almost impossible to secure corn of good enough quality to keep their plant in operation. Stocks of cream of wheat have reached the city, and it is being quoted at $7.75 per case, or $2.60 per dozen. Other lines held unchanged.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 75	5 80
Rolled oats, round, regular 18s, case	2 00	2 12½
Rolled oats, square, 20s	5 65	5 80
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

Good Demand For Honey And Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—The good demand for honey and maple syrup continues, and orders are going forward freely to the retailers. Maple syrup and sugar are now being harvested in the bush, but no shipments of new stock have reached the market as yet. Indications are that increased production may be expected, but with the heavy demand that exists prices are not expected to be very much easier.

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
Do., 54s, case	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 60
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges High And Scarce; Grapefruit Arrives

Toronto.

FRUIT.—A big advance in the price of California navels has gone into effect, and a great scarcity is looked for during the next two or three weeks. Quotations given below are higher by from 50c to $1 per box over prevailing figures of last week. All the California crop is short, being estimated at only about 65 per cent. normal. Valencias are expected in the next two weeks to a month, and it is understood a couple of cars of Mexican fruit is rolling northward to this market. Floridas are practically done, and Porto Rico show too wastey at New York to take a chance on coming further. The situation altogether points to a very strong market prevailing on oranges. Shipments of Porto Rico grapefruit have been received, and the price range has narrowed materially, an advance of 75c to $1.75 over low quotations of last week being made. A car of California lemons has arrived in the city, the price being unchanged at $7.50. A shipment of Messina lemons is expected next week. Two or three cars for the local market are due at New York this week, and should reach here shortly. Quotations on Messinas, 300's, are 50c lower at $6 in some quarters. Bananas are being quoted at from $3.50 to $4. Boxed apples continue to arrive in fair quantities, and are in good demand, Winesaps holding firm at $3.25. Spys, No. 3 barrel'ed, declined $1, being quoted as low as $4. Some shipments of strawberries are arriving by express and car lots are about ready to start from Louisiana. A slightly easier price is anticipated on future arrivals.

Apples—		
Boxes, Spitzenberg	2 75	3 25
Winesaps, box	3 00	3 25
Rome Beauty, box	2 90	3 25
Ontario—		
Baldwins No. 1, bbl.	6 50	....
Greenings, No. 1, bbl.	6 50	7 00
Northern Spys, tree runs	5 50	....
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	....	6 00
Do., No. 2	....	5 00
Starks, No. 1, bbl.	5 50	6 00
Do., No. 2	4 50	5 00
Ben Davis, No. 1, bbl.	4 00	5 00
Do., No. 2, bbl.	3 50	4 00
Spys, No. 3	4 00	5 00
Winter varieties, straight No. 3	....	4 50
Nova Scotia—		
Baldwins, No. 1	....	5 50
Do., No. 2	....	4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	3 00	3 50
Bananas, yellow, bunch	3 50	4 00
Grapefruit—		
Jamaica, 46s, case	....	....

Do., 64s, 96s, case	....	....
Do., 80s	....	....
Florida, 36s, 46s, case	....	5 25
Do., 54s, 64s, 80s, 96s	5 00	5 25
Cuban and Porto Rico, 54s, 64s, 80s, 96s	4 25	4 50
Oranges—		
California Navels—		
80s	5 00	....
96s	6 00	....
100s	5 50	6 00
126s	6 50	6 75
150s	7 50	....
176s, 200s, 216s, 250s	8 00	8 25
Florida Oranges—		
80s, 96s, 100s	....	4 75
126s	5 25	6 00
150s	....	6 00
176s, 200s, 216s, 250s	6 00	6 50
Lemons, Cal., case	....	7 50
Do., Messinas, box	....	6 50
Pears, Cal., box	....	....
Pineapples, Porto Rican, cs. 30-36s	6 50	7 00
Rhubarb, dozen	1 35	1 50
Malaga grapes, keg	....	10 00
Strawberries, box	0 60	0 75

Onions In Big Decline; Good Movement

Toronto.

VEGETABLES.—Big declines have been registered in Canadian and American onions during the week, the former selling as low as $1.25 for 75-lb. bag and the latter $2 for 100-lb. sack, a 75c reduction in each case over last week's low figures. Spanish show an easier tone also, and are quoted at $4 in crates. The movement of onions to the consuming public is reported good. In some quarters Ontario Delaware potatoes are now being quoted at $1.90 per bag and the N. B. Delawares at $2, a decline of 10c and 15c respectively over lowest quotations of last week. Shipment of California cauliflower in pony crates containing from 12 to 15 heads have been received, and are being quoted at from $2 to $2.25 per crate. Large-sized crates of Florida cabbage are being offered at $4 to $4.50. American fresh vegetables now on the market are new carrots at $1 dozen; shallots at 75c dozen; parsley at $1 dozen; tomatoes, 6-basket crate, at $11 crate. The crop of tomatoes is rather later than usual and express shipments only are coming forward. California head lettuce is being marketed in 4 to 5-dozen crates at $3.50, the Florida heads selling at $3 a hamper. Large green onions are selling at 85c dozen, while the domestic is moving out at 25c.

Beets, bag	....	1 50
Brussel sprouts, quart	....	....
Cauliflower, Cal., standard crates	4 00	....
Cabbage, Canadian, barrel	4 00	4 50
Carrots, bag	0 50	0 60
Celery, Ontario, doz.	0 25	0 60
Do., California, case	6 00	....
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches	0 25	0 35
Do., Boston, head, hampers	....	3 50
Mushrooms, basket	2 75	3 50
Onions—		
Spanish, crates	4 00	4 50
Spanish, half crates	2 25	2 50
Do., Canadian, 75-lb.	1 25	2 00
American, 100-lb. sacks	2 00	2 75
Potatoes—		
New Ontario, bag	1 90	2 10
N.B. Delawares	2 00	2 25
P.E.I., bag	....	2 00
Sweet, hamper	....	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, No. 1, lb.	....	0 35
Do., No. 2, lb.	....	0 25
Parsnips, bag	....	1 50
Parsley, doz. bunches	0 75	0 85
Peppers, green, dozen	0 50	1 25
Turnips, new, bag	....	0 75

Flour Output Improves; Grain Moving

Toronto.

FLOUR.—A marked improvement in milling circles is reported during the week owing to a freer movement of grain and capacity output has been attained again by several plants which had been temporarily held up. Some doubt seems to exist as to whether the new freight rates adopted will affect the price of flour or not. In some quarters it is indicated that this freight rate was anticipated and taken into consideration when prices were submitted to the Government, while others again state that prices determined upon were figured on the old freight basis. Some definite announcement may be expected shortly in this regard. The quotations ruling on war grade flour made from Ontario wheat seem to be rather unsettled, and it is felt that some further efforts will have to be made to determine exact figures.

War grade, 74% extraction—		
Manitoba spring wheat.	11.10	11.30
Ontario winter wheat...	10.60	11.10
Blended, spring and winter	10.85	11.20

Prices On Mill Feeds Less Than Rough Feeds

Toronto.

MILL FEEDS.—In explanation of the heavy demand which exists on mill feeds the following has been offered:—The extreme demand being made by farmers for all classes of mill feeds can be traced directly to the higher prices prevailing for rough feeds. Mill feeds at the fixed prices are less than farmers can secure for their rough grains, which are usually used in feeding, and this has stimulated the demand for the former to its present abnormal proportions. Mills have never turned out as much flour and consequently mill feeds as they have done during the past year, and the present shortage is not attributable to decreased production. Under normal conditions mill feeds would be sufficient for all demands. No relief to the present situation is expected until pasture is available and the consumption thereby decreased.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	$35 00	$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag	....	3.05-3.40

Easier Tone In Cornmeal; Rolled Oats Scarce

Toronto.

CEREALS.—Indications are that a slight drop in corn may develop and already a decline of 25c in cornmeal has been recorded in some quarters. Rolled oats is reported scarce, and no change has been made in prevailing quotations. Pearl barley and pot barley show declines in some quarters of 50c over former figures, and lower quotations prevail in oatmeal and rolled wheat at $6.50 in single bag lots. Locally stocks are in fair condition and a good demand throughout prevails.

	Five Bag Lots Delivered		Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$7.35-	$ 7.95	$ 8.00-	$ 8.50
Barley, pot, 98s	6.00-	6.50	6.00-	6.75
Cornmeal, 98s	6.50-	7.00	7.00-	7.25
Corn flour, 98s	....-	....	6.50-	7.35
Farina, 98s	....-	....	7.00-	8.00
Graham flour, 98s	5.60-	....	6.00-	....
Hominy grits, 98s	....-	....	6.50-	6.60
Hominy, pearl, 98s	....-	....	6.50-	6.60
Rolled oats, 90s	5.75-	5.90	5.85-	6.10
Oatmeal, 98s	6.50-	7.00	6.50-	7.00
Rolled wheat, 100-lb. bbl.	....-	....	6.50-	7.00
Wheatlets, 98s	....-	....	7.00-	8.00
Peas, yellow, split	9.50-	10.00	10.00-	11.00
Blue peas, lb.	....-	....	0.13-	0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 20.—The advance in freight rates is one of he most important happenings of the week. Some of the wholesalers were of the opinion this would come out of their own pockets, but one of the first effects of the change was an advance of 10c in the price of sugar.

The following is part of a letter sent to the retail trade by a wholesaler, drawing attention to the increase in freight rate:

"An advance of approximately 15 per cent. over present freight rates, we are advised, is almost certain to go into effect at any time before April 1st.

"This information is being passed on to you as it has come to us. The increased rates mean higher prices for goods, and, as your customers are interested, we suggest that you pass the information on to your trade.

"Railroads had new tariffs ready to go into effect on March 15th, but the necessary authority has not yet been given by the Government. Authorities are agreed that the decision will be favorable to the increase.

"On a rate out of Winnipeg of, say, 40c, the increase will be 6c, while the rates into Winnipeg from the east and west will advance from 10c to 15c, or a total increase of 20c per 100 pounds.

"In view of this increase a number of merchants have purchased heavily, and we consider this sound policy, as grocery staples are all good buying."

Mills in Western Canada advise that the new freight rates which went into effect last week will increase the cost of flour when delivered to country points. How much this increase will amount to has not yet been determined.

Higher Freight Rates Send Sugar Up 10c

Winnipeg.

SUGAR.—An advance went into effect last Friday of 10c per 100 pounds, this being attributed to an increase in freight rates. Price of standard granulated now is $9.35. The supplies are beginning to come in a little better, but sugar is still very scarce. A Winnipeg jobber stated to-day that he had never

known sugar to be so scarce since he started in business twenty years ago. However, there are indications that an improvement will take place from now on.

Expect Corn Syrup To Advance Shortly

Winnipeg.

SYRUPS.—Corn syrup market is remarkably firm and the trade are looking forward to a reaction.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case	4 25
5-lb. tins, 1 doz. case, per case	4 90
10-lb. tins, ½ doz. case, per case	4 65
20-lb. tins, ¼ doz. case, per case	4 65
Barbadoes Molasses—	
In half barrels, per gal.	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

Honey Practically Off The Market

Winnipeg

HONEY.—Honey is practically off the market. The reason for this is that the British Government bought up practically all they could lay their hands on early in the season, both in Canada and the United States, paying almost any price. The honey is required for the soldiers, as it possesses particularly good food value.

Portuguese Figs Double In Price

Winnipeg.

DRIED FRUITS.—Prunes—The market in California is very firm indeed. A number of sizes are very hard to procure, but things are not quite as bad taken all round as one might think. Raisins—California advises that seedless in packages are withdrawn from the market. However, there are considerable quantities held by jobbers here, so that no shortage is looked for just now. Figs—California figs are rapidly being cleaned up, and jobbers are unable to buy at old prices. It is expected they will soon be off the market. California cooking figs are offered to-day at 12¾c. To take the place of these supplies of the 1917 crop of Portuguese figs in mats are expected in about two weeks. These should sell at about 15c per lb. This is twice the price quoted to the trade last year.

Santa Clara Prunes—		
90-100s, 25-lb. boxes, per lb.		0 10
80-90s, 25-lb. boxes, per lb.		0 10⅝
70-80s, 25-lb. boxes, per lb.		0 11¼
Apples—		
Choice, 50-lb. boxes, lb.		0 23
Pears, choice, 10-lb. bxs., faced, lb.		0 15½
Apricots—		
Choice, 25's	0 23¾	0 25
Choice, 10's, per box		2 48
Peaches—		
Choice, 25-lb. boxes		0 15
Currants—		
Fresh cleaned, half cases, lb., Australian		0 21
Dates—		
Hallowee, 68-lb. boxes		0 20
Fards, box, 12 lbs.		2 30
Raisins, California—		
16 oz. fancy, seeded		0 11⅞
16 oz. choice, seeded		0 11
12 oz. fancy, seeded		0 09¼
12 oz. choice, seeded		0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's		0 11
3 crown, loose, 50's		0 10½
Raisins, Cal. Valencias—		
3 crown, loose, 25-lb. boxes		0 10½
3 crown, loose, 10-lb. boxes		0 11
Figs—		
California, white figs, 25s		0 12¾
Peel—		
Candied lemon, boxes, lb.		0 23½
Candied orange, boxes, lb.	0 25	0 26½
Candied citron, boxes, lb.	0 30	0 31
Cut mixed, 7-lb. boxes		0 28½

Jobbers Pay Higher Prices For Rice

Winnipeg.

RICE.—The rice market is very firm indeed. The price to the retailer has been advanced here, and unless the primary market changes soon, still higher prices will be quoted before long, as jobbers are unable to buy at prices lower than they are quoting to the retail trade.

Extra fancy Japan, 100-lb. bags		0 09¾
Fancy Japan, 100-lb. bags		0 08½
Siam, 100-lb. bags		0 08
Tapioca, lb.	0 13½	0 14
Sago, lb.		0 11

Likelihood Of Peanut Shortage

Winnipeg.

NUTS.—The situation as regards peanuts is beginning to look serious, and if prices jump much higher it will be impossible to sell peanuts in this market. Furthermore, it begins to look as though growers in Virginia will be unable to ship to this market before long. A number of brokers here have been advised to this effect. Recently jobbers raised their prices on special Jumbos to 21c, and on fancy roasted peanuts to 19c.

Whole Nuts—	Per lb.
Almonds, Tarragona, sacks about 110 lbs.	0 20¾
Brazils, washed, sacks of about 150 lbs.	0 17
Filberts, Sicily, sacks of about 220 lbs.	0 21
Mixed, sacks of about 100 lbs.	0 18
Peanuts, fancy roasted, sack of about 90 lbs.	0 19
Peanuts, special Jumbo, roasted, sack of about 90 lbs.	0 21
Walnuts, Grenobles, sacks of about 110 lbs.	0 19¾
Finest Shelled Nuts—	
Almonds, Valencias, 28-lb. boxes	0 42
Almonds, Jordan, 25-lb. boxes	0 50
Walnuts, halves, 55-lb. cases	0 58

Importation Of Cornmeal Prohibited

Winnipeg.

FLOUR AND FEEDS.—The demand for flour has shown considerable falling off in the Western provinces owing to the heavy buying during January prior to the new Government flour being put on the market. The big demand in the West is now for feeds, the supply of which is limited, and likely to be limited until the grass comes. Rolled oats—The same conditions exist as last week. There is quite a shortage of milling oats, and it looks as though supplies will not last very long. There might be a big shortage of rolled oats before new crop comes on. Cornmeal—Millers advise that they cannot get supplies across the American border, the American Government refusing permits. Cornmeal will, therefore, be considered off the market for the present.

Govt. Standard Flour—		
Cash carload price		10 50
To bakers and flour and feed dealers		10 50
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
Cereals—		
Rolled oats, 80's	4 50	4 75
Rolled oats, pkgs., family size.		5 65
Cornmeal, 98's		6 00
Oatmeal, 98's		5 50
Feeds—		
Bran, per ton		30 80
Shorts, per ton		35 80

Drop In Potatoes Expected Before Long

Winnipeg.

FRUITS AND VEGETABLES.—Price of Alberta potatoes still stands at $1 to $1.10, but dealers here are expecting a big drop as soon as the weather opens up. Cuban tomatoes have dropped to $10.50 per crate. Mexicans are due to arrive on this market at $5.50 lug boxes. Imported leaf lettuce is arriving at 50c a dozen. Brussels sprouts jumped to 22½c per lb. There is hardly anything in the vegetable line selling briskly just now, business being very quiet. Fruits—A quotation of $2.25 to $3 will cover Wine Saps and all other varieties of apples offered on this market. Navel oranges are almost off the market, and Valencias are due to arrive on March 20. Strawberries are bringing 70c per box.

Artichokes, doz.		2 50
Cabbage, lb., local		0 05
Cabbage, imported		0 06
Cauliflower, Cal., doz.		2 50
Celery, Cal., crate 100 lbs.		6 50
Potatoes, Albertas	1 00	1 10
Potatoes, sweet, hamper		6 00
Carrots, cwt.		2 50
Carrots, new, doz.		1 25
Turnips, cwt.		2 00
Head lettuce, Cal., doz.		1 00
Head lettuce, Cal., case 4 doz.		3 00
Tomatoes, Cuban, 6-bkt. crate		10 12
Onions, Valencias, large case		6 00
Onions, yellow and red, cwt.		3 00
Radishes, doz.		0 70
Parsley, imported, doz.		1 00
Parsnips, bag		0 22½
Brussels sprouts, lb.		0 20
Rhubarb, lb.		0 14
Shallots, doz.		1 00
Fruits—		
Apples	2 25	3 00
Oranges, Porto Rico		5 50
Oranges, navels		7 50
Lemons		7 50
Bananas, lb.		0 07
Grapefruit, Florida, case		5 50
Strawberries, box		0 70

Fresh Cod In; Opens Up At 12c

Winnipeg.

FISH AND POULTRY.—There has been no change in fish quotations for several weeks, and things are just dragging along, with the end of the season quite near. Prices are expected to remain the same until fresh fish arrives. The first fresh fish of the season arrived this week—some fresh cod came from Prince Rupert, selling at 12c per lb. The poultry market is quiet.

Pickerel, box lots		0 10¾
Whitefish, box lots		0 10¾
Haddock, frozen		0 10
Salmon, frozen		0 23
Halibut, frozen		0 20
Cod, frozen		0 12
Kippers, boxes		2 25
Bloaters, boxes		2 40
Lake trout, box lots		0 10¾
Mackerel, frozen		0 15
Finnan haddie, 30-lb. boxes		0 17
Finnan haddie, 15-lb. boxes		0 17½
Salt herrings, new, ½ bbl.		7 25
Salt herrings, 20-lb. pails		1 85
Smelts, Pacific Coast		0 18
Brook trout, frozen	0 35	
Sea herring		0 07½
Flounders		0 09
Jackfish, box lots		0 07½

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 19.—Lard and shortening have again registered an advance, lard now being quoted at 29½c and shortening at 27½c. Cured meats are firmer. Butter is firm, but the increase expected last week did not materialize. New-laid eggs produced within the province show a decline during the week, quotations being made at 57c per dozen. Washington eggs are off the market. Eggs from Petaluma, California, are selling at 59c per dozen. No fresh supplies of rice have been received, and stocks are very low. There has been a considerable movement of potatoes toward eastern markets, but prices locally have held unchanged. Oranges are now being quoted as high as $8.50 per box.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	165 00
Do., Siam, No. 2	....	150 00
Beans, Japanese, per lb.	....	0 14½
Beans, B.C., white	....	0 18
Potatoes, per ton	27 00	35 00
Lard, pure, in 400-lb. tierces, lb.	....	0 29½
Butter, fresh made creamery, lb.	0 53	0 56
Eggs, new-laid, in cartons, doz.	....	0 57
Eggs, California	....	0 59
Cheese, new, large, per lb.	....	0 25
Oranges, box	....	8 50
Salmon—		
Sockeye, halves, flat case	....	16 50
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, March 19.—American corn 2's are now being offered in this market at $5.60 per case. Dominion cornflakes show an easier tendency by 10c per case, now being quoted at $4.15. Tanglefoot fly-paper has advanced 40c, and is now quoted at $4.60. Tuxedo baking powder has advanced about 10 per cent. Jobbers report that they will be unable to get further deliveries on Crisco during the month of March. New-laid eggs are now being quoted at $13 to $14 per case. Best grade of creamery butter is scarce. No. 2 grade margarine shows a decline in price, now being quoted at 29½c per pound. Jelly powders are now quoted at $1 per dozen. Waterglass 1's are now being quoted at $1.65 to $1.85 per dozen. Fancy seedling oranges are selling at $6.25 to $6.75 per case. A carload of Louisiana strawberries is due to arrive this week, quotations being made at $5.75 per crate.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	1 05
Rolled oats, 80s	....	5 25
Rice, Siam, cwt.	8 00	9 00
Rice, China, per mat, No. 1	4 00	4 25
Do., No. 2	....	3 85
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 20
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	17 70
Eggs, new laid, case	13 00	14 00
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 25	5 50
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 50	6 80
Raspberries, 2s, Ontario, case	6 50	6 80
Apples, evaporated, 50s, lb.	0 22	0 23½
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	....	9 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	36 00
Navel oranges, case	4 50	8 50
Lemons, case	....	9 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, March 19.—Business continues good throughout Saskatchewan with the continuance of fine weather. Farmers will be on the land in about two weeks' time. Strictly fresh eggs are coming in better, and in consequence are lower in price, being quoted to-day at 40c. Storage eggs are now off the market. Prices on some grades of Eastern sugar show a higher tendency at $10.07 per hundred pounds. Merchants assert the increase of 15 per cent. in freight rates will affect the price of most grocery lines. Raspberries have advanced to $6.85. Tanglefoot is about 40c higher than last year's prices. Wax candles have advanced. Olives show an advance of 25c. Shelled walnuts are higher in price, and are quoted in firm market at 79c per pound, showing an advance of 9c per pound. Fruit jars have advanced $1 per gross over last year's prices. Maple syrup is quoted from 50c to $1 per case higher. Popping corn shows an advance of 25 per cent., and is scarce, being practically off the market. Corn products are scarce, due to difficulty in getting supplies through from the United States.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	0 22
Flour, standard, 98s	....	5 27½
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	9 89
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 00
Bacon, lb.	....	0 42
Eggs, new-laid	....	0 40
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 21
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per bush.	....	1 50

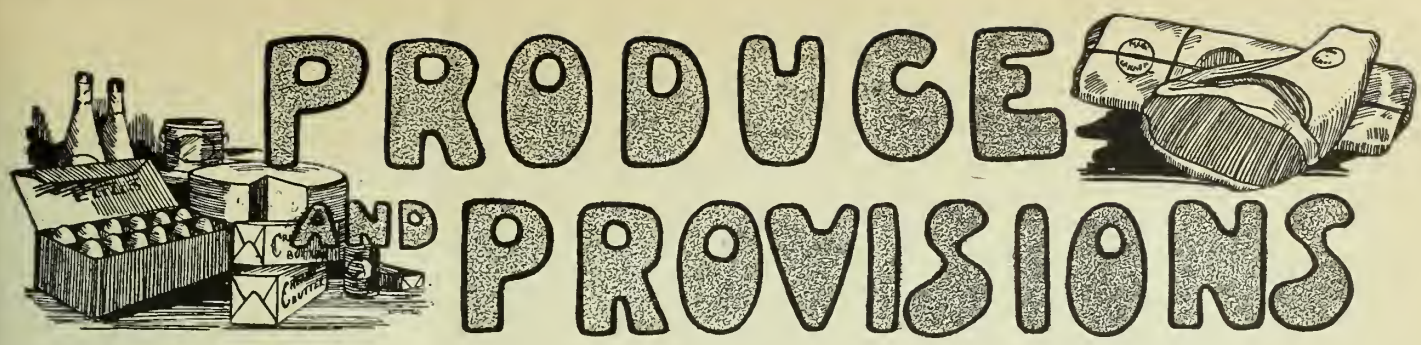
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, March 19.—There has been a steadily upward tendency in a number of commodities during the past week with the exception of new-laid eggs, which are easier in price, due to the heavier production. New-laid eggs are now quoted at 55c per dozen, while case eggs are quoted at 52c. Breakfast bacon is quoted higher at 42c per pound. Creamery butter is also higher by 4c per pound at 51c. Lemons are higher in price by $1.50 to $2 per case, the range of prices being from $9 to $10. Grapefruit is higher in price at $6.50 per case.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 55
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	....	0 87
Rolled oats, bbl.	....	12 50
Beans, yellow-eyed	....	10 25
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 60	8 65
No. 1 yellow	8 10	8 15
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	....	0 55
Eggs, case	....	0 52
Breakfast bacon	....	0 42
Butter, creamery, per lb.	....	0 51
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	....	....
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	....	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Potatoes—		
New, native, barrel	....	4 00
Onions, Canadian, 75 lbs.	....	2 50
Lemons, Cal., Messina, case	9 00	10 00
Oranges, California, case	7 50	8 50
Grapefruit, case	....	6 50



How the Halibut Fisheries Grow

Why They Are Called "Prince Rupert" Halibut, and What the Name Means in the Development of a Great Canadian Industry of Especial Interest to Every Fish-dealer in the Dominion

HALIBUT and salmon form a most important portion of the stock-in-trade of the fish business in Canada, and of late these fish from the waters of the North Pacific Ocean have been coming into greater and greater prominence in the markets. The reason for this is the fact of the completion of the Grand Trunk Pacific Railway connecting the largest cities of Canada with the new seaport of Prince Rupert on the Pacific coast.

Prince Rupert, B.C., to give the city its full title, is rapidly growing in importance as one of Canada's greatest fishing centers. Canadian and American halibut fishing schooners by the score are to-day making the harbor of Prince Rupert their home water and landing their fares of splendid fish at the wharves which stretch along sections of the port's three mile waterfront.

A great cold-storage plant has been built there on a promontory. Constructed of concrete five storeys high, and with cold and heat-proof walls a couple of feet thick, this plant owned by the Canadian Fish and Cold Storage Company is the largest single unit cold storage plant of its type on the American Continent, and indeed, in the world. It is used to store up hundreds of tons of frozen herring which are used as halibut bait for the fleet of fishing schooners which moor under its shadow. It also makes hundreds of tons of artificial ice with which the boats are supplied for purposes of preserving their catch on the run between the banks and the port, and further, this plant provides means for freezing immense quantities of halibut and a considerable amount also of salmon for shipment East.

All the halibut shipped from Prince Rupert to the Eastern markets, however, is not hard frozen, in fact the hard frozen halibut is intended chiefly for shipment right across Canada and the Atlantic to the markets of Great Britain where this fish has found very ready and successful sale. It has also been supplied to the troops at the front in France, varying their diet very acceptably, and providing at the same time very substantial and nourishing fare. The halibut of the North Pacific frequently attain a size of five to six feet in length, and weigh 300 pounds, but the most popular and most marketable size in present opinion is the average sized fish weighing about 60 pounds.

Part of a catch of North Pacific halibut being landed at Prince Rupert, B.C. The fish frequently reach five or six feet in length and weigh 300 pounds, but the average sized 60-lb. fish is most popular on the markets.

Figures are available proving the remarkable growth of Prince Rupert, B.C., as a halibut fishing centre. These are as follows:

In the year 1913 there were landed at Prince Rupert halibut catches to the amount of 7,500,000 pounds. That was before the railway line across Canada was completed for through traffic, and the fish were then sent south of Vancouver after being frozen. The potentialities of Prince Rupert as a fishing port had not then been actualised.

In 1914, during which year the transcontinental line was completed, the halibut landed at Prince Rupert rose in quantity to 8,700,000 pounds, more than a million pounds in excess of the previous year. But the railway was hardly ready in that year for full use as a rapid route for North Pacific halibut to the East.

In 1915 the full value of the North Pacific halibut began to be realised, and the opportunities of the route eastwards via Prince Rupert and the new railway were more appreciated. In 1915 halibut were landed there to the amount of 16,000,000 pounds, more than double the amount landed in 1913.

The year 1916 in the first nine months showed a catch of over 12,000,000 pounds of halibut at Prince Rupert, and the fishing business of October, November, and December had still to be added to the total. This notwithstanding the fact also that a strike of halibut fishermen had rather reduced the amount of the annual catch.

Principal reason for the rapid growth of Prince Rupert as a fishing centre, and port for fishing fleets, is geographical. Previous to the completion of the Grand

Trunk Pacific Railway with its 1,748 miles of steel connecting East and West by the easiest grade transcontinental route that traverses the Rocky Mountains, the halibut catches of the North Pacific were landed at Seattle and Vancouver, and the fishing fleets made those ports their headquarters. Prince Rupert is 550 miles nearer to the halibut banks than Vancouver, and still nearer than Seattle, and with this long sea voyage for the halibut schooners eliminated the fish can be brought into Prince Rupert almost as soon as they are caught. Thus they are in shape for transportation East in much fresher condition than if landed further south, and under the system of rapid 'passenger schedule' refrigerator car Canadian express service to the East, they are actually delivered in fresh and not hard frozen condition on the markets of the Eastern cities of Canada and the United States.

The part played by American fishing boats in contributing to the halibut figures of Prince Rupert, it should be known, is a very large one, for under a special order-in-council the privilege was granted United States fishing boats to receive bait and purchase outfit, etc., at Prince Rupert and to land their catches at Prince Rupert also in bond for shipment to the United States Eastern points or for purchase by Canadian buyers who care to lift the bond. This American-caught fish used to be landed in Seattle, but as a matter of fact the completion of the G. T. P. has made it possible for the halibut to be landed at Prince Rupert and rushed East in refrigerator cars so as to be actually on the markets about the time that fish caught the same day but taken the 550 miles farther south to Seattle or Vancouver for rail shipment would be leaving the depots of those Western ports.

The actual time schedule of a halibut consignment coming East from Prince Rupert to market is as follows:

Landed in Prince Rupert on Saturday, the catch can be packed into Canadian express refrigerator cars, which are always waiting for the boats and rushed East over the Rockies so as to be on the markets in Edmonton, Alberta, by Monday, at Winnipeg, Manitoba, on Tuesday, at St. Paul and Minneapolis, U.S.A., on Wednesday, at Chicago and the corresponding Eastern Canadian points by Thursday, and in Montreal for Friday's market.

In regard to salmon also Prince Rupert is coming very fast to the front in fish trade importance. There is a considerable cannery owned and operated by the Canadian Fish and Cold Storage Co. on the harbor of Prince Rupert itself, and all around on the shores of the Skeena River by the side of which the railway line is laid there are other canneries. At Port Essington, just opposite Haysport (a station on the railway) there is situated the Balmoral Cannery, biggest and banner cannery of Northern British Columbia, and at Haysport there is another fishing enterprise rapidly growing. Most of the way-stations on the G. T. P. approaching Prince Rupert, are canneries, and when the salmon season is in full swing the Skeena River is a tourist attraction for its fleet of brown-sailed salmon boats alone. Over half a million cases, to be exact, 580,278 cases, of salmon were sent out from the Prince Rupert canneries in the first nine months of 1916, and this is but the beginning of the salmon business of these Northern waters. Of other fish too, there are abundant supplies; cod and herring are plentiful, the herring in fact being so far used only for halibut bait, though found in immense shoals and superb quality. Very extensive crab and shrimp fisheries are being slowly developed, the cold North Pacific breeding ground of the very best qualiwaters being in expert opinion, the ties of edible fish in the world.

Margarine Released for Import

Probable Supply of Million Pounds a Month Will be Available —While Not Equaling Requirements, This Will Help the Situation

AFTER a considerable lapse of time during which margarine has not been forthcoming from the American market, arrangements have once again been reached whereby reasonable amounts will be released monthly to accommodate the Canadian trade. As it is understood that the United States will consider the European Allied countries as the first call on their supplies of edible fats, it is to be presumed that these supplies have been found to be sufficient to meet the present needs, and to leave a surplus that may be diverted to the Canadian market. Arrangements have been completed between the war trade boards of Canada and the United States to release approximately a million pounds monthly, though once again this will be dependent on the amount of surplus stock available from time to time.

This seems a large amount, but when it is spread over Canada from coast to coast, it will be realized that even with this in addition to the brands manufactured in this country it will not provide an over supply. It will, however, assure that supplies are available in some quantities, which has not been the case in many sections for some time past.

Of course the regular machinery has to be put in motion before anything can be done, applications to the Food Board for permission to import, applications to the American Food Board for permission to export, so that although the first apportionment is reported as available at once, it will probably be around the first of April before the goods are actually on hand.

A Meat Dept. Almost an Essential Factor

A Convenience That Customers Appreciate and Once Acquainted With Are Loath to do Without—Adds Little to Expense and is Business Builder

WHEN once a merchant has adopted a meat business in connection with his store, it is seldom indeed that he will consent to give it up. It may not be that the business in itself is so very profitable, but that it means holding the trade of the store, and at the same time building that trade. That is the opinion of Hilton and Kent of Dundurn Street, Hamilton. They would not for a moment think of discontinuing their meat department.

It's not so much the business that actually comes to this department alone, they state, though that is not an item to be treated cavalierly, but it is because of the effect that this department has on the other branch of the business. It doesn't take long for the department to become a success, and only a little longer for it to become a practical necessity. Customers become accustomed to the double service and learn to depend on it, and this dependence certainly works to the merchant's good, for it assures a business in both departments.

As an illustration of this fact, Mr. Hilton instanced the case of a nearby merchant who had considered that the meat department was hardly paying its way, or that it was entailing too much trouble to justify itself, so he decided to drop the department. It was not long before he found that he had made a mistake. His customers were not satisfied with the changed service and they began to drift elsewhere. They had become accustomed to a service that they were no longer receiving, and almost unthinkingly they resented the change and began to go elsewhere, and that merchant found that he had to reinstall his department or sacrifice a large part of his business.

This would seem to be a pretty good indication that there is a demand for this kind of service, and where there is such a demand there is every likelihood that such a demand will be profitable. That at least has been the experience of Hilton and Kent. The meat department is entered through a door opening directly from the grocery department. It has, however, a door opening on the street and a fine display window. Being under the same roof and adding little to the cost of delivery, the added department does not entail a very heavy addition to the overhead charges. One man can handle the business, and that is about all the extra help that is required. In return for that it has proved about the best builder of grocery trade that the store has known.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

DURING the week an announcement from Washington indicates that the War Trade Board are very likely to release one million pounds of margarine a month for the Canadian market, though the method of distribution has not been announced as yet. The smaller importers who cannot handle carload shipments may suffer, although it is thought their shipments may be combined and come forward in this way. Efforts are being made to have the first allotment made for the month of March. A good demand exists for this product.

Live hogs registered another advance during the week, and receipts show some slight improvement. A shortage throughout the country is reported and this will tend to maintain prices at a high figure. Dressed meat, in sympathy with hogs, reached higher levels.

Butter reveals an easier undertone, though stocks are by no means heavy. Increased production of Canadian eggs is reported and declines have been made in quotations. Storage eggs are practically off the market and quotations have been withdrawn. Little change is manifest in cheese, and a government campaign to stimulate consuming interest might work out in creating a greater use of this product.

Little live poultry is reaching the local market and prices show small variation. Receipts of frozen lake fish are good and the demand in all lines in keeping with the season.

Hogs to Reach $22; Supplies Short

Montreal.

PROVISIONS.—The strength of prices for hogs and all cured as well as fresh-killed meats is fully maintained. In speaking with one of the larger abattoir companies this week CANADIAN GROCER was informed that hogs are likely to go to $22 per hundredweight and they might reach this figure before the end of the week. "We understand that there are very scant supplies of hogs in the country, and if this is the case the prices will rule high," said the same informant. Demand is seasonably active and for cured meats is expected to improve with the approach of the Easter season next week. Hams, backs and bacon have all advanced a half cent during the week and all lines are holding firm. Dressed hogs are also in a firm market with sales made at $28 to $28.50, according to the grade, and these are likely to be still higher.

Hogs, dressed—		
Abbatoir killed	28 00	28 50
Hogs, live	....	21 50
Hams—		
Medium, per lb.	0 32½	0 33½
Large, per lb.	0 29½	0 30
Backs—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	....	0 47
Shoulders, boiled, per lb.	....	0 40
Shoulders, roast, per lb.	....	0 42

Great Scarcity Lard Results in ½c Advance

Montreal.

LARD.—This commodity is very scarce due in part to the shortage of hogs, and as consumption continues large there is a bare market. One feature of this market is the active demand from city and country dealers alike. Until there is a better delivery of hogs prices are likely to rule firmly. The following quotations are moved up half a cent all around.

Lard, Pure—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 60 lbs.	....	0 31
Pails	....	0 31½
Bricks, 1 lb., per lb.	....	0 32½

Cottonseed Deliveries Are Reported Better

Montreal.

SHORTENING.—Better deliveries of cottonseed oil are reported this week. There is no factor so large in the fixing of prices on shortening as that of delivery from the States of this oil. If the improved deliveries noted during the week can be maintained and bettered, there will be a somewhat easier feeling in the market, but these have not improved to such an extent as to warrant any revision of prices. There is a very seasonable demand in view of the fact that margarine supplies are so light.

Tierces, 400 lbs., per lb.	....	0 26
Tubs, 50 lbs.	....	0 26¼
Pails, 20 lbs., per lb.	....	0 26½
Bricks, 1 lb., per lb.	0 26	0 27¾

Poultry Prices Advance; Supply Very Limited

Montreal.

POULTRY—In view of the fact that there is practically no poultry coming to market excepting old fowls, the question naturally arises—will there be enough supply to meet the demand? There is a ready sale for what is offered, supplies being readily picked up. All kinds of poultry are very scarce and it is expected that there will not be a great deal of improvement at the present time, or probably for several weeks at the earliest. In view of the shortness of supply prices have firmed considerably—about two cents per pound all around.

Poultry—		Dressed
Old fowls	0 32	0 33
Chickens (milk-fed)	0 39	0 40
Roasting chickens	....	0 37
Young ducks	....	0 32
Turkeys (old toms), lb.	....	0 38
Turkeys (young)	....	0 40
Geese	....	0 30

New-Laid Eggs Unsettled But Are Lower

Montreal.

EGGS.—There are practically no storage eggs being offered now and this week only the new-laids are being quoted. Prices have been erratic again and the same fluctuating condition as prevailed a week ago has been characteristic of the Chicago market. There is a better supply of new-laids in Western Ontario points than here and some of the local jobbers have been buying their needs from these points. Production is increasing slowly in the Quebec and Eastern districts, but is expected to improve materially from now on. There is an active demand and the local price this week is down four cents per dozen, as quoted below.

Eggs—		
New-laid	....	0 48

Margarine Expected As Soon As Permits Available

Montreal.

MARGARINE.—There is a general feeling of satisfaction in the announcement that Canada may be allowed 1,000,000 pounds of margarine per month. A very good demand for the product has been created and this is expected to obtain again, when further supplies reach this market. Jobbers expect to have supplies forwarded from the States as soon as permits are obtained. There is now a more hopeful attitude that supplies will come forward in satisfactory amounts and this will enable the jobbers to work up a connection that has not been possible to date. Prices rule unchanged.

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

More Supplies Fresh Butter; Prices Firm

Montreal.

BUTTER.—The butter situation is still one of more easiness and trade is fair at lower prices for the storage product. There has been a somewhat better outlook for new-made butter and this is offered at some of the Western Ontario points at 49c per pound. Notwithstanding this fact there is a firmer tone to the market for fresh-made and prices have advanced from 1c to 2c per pound. Prices are likely to remain fairly high, it is thought, until the new supply of milk obtains. Next month should see a somewhat freer movement of the new butter and at more favorable prices.

Butter—		
Creamery prints, storage	....	0 51
Creamery solids, storage	....	0 50
Creamery prints (fresh made)	0 49	0 52
Creamery solids (fresh made)	....	0 51
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	....	0 39

No New Cheese Coming; Trade Is Good

Montreal.

CHEESE.—There is a good demand for cheese and this is the usual condition during Lent, jobbers state. There is a fairly ample supply for the needs of both city and country trade and this is being sent forward as required. Practically no new cheese is coming forward. Some beliefs are entertained that fully as high prices as those of last season will obtain this year. Factories will probably open early in view of the fact that the product will very likely bring a good return.

Cheese—		
Large, per lb.	0 22½	0 23½
Twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Fish Demand Light; Expect Activity Soon

Montreal.

FISH.—There is but a limited demand for fish this week, although the same might be considered normal for many of the varieties. On all sides it is felt that there will be an active demand for fish next week, this condition being usual just preceding the Easter season. This year having been so severe from a weather standpoint, it is suggested that there will be very much difficulty in supplying the usual large variety and the trade will therefore have less to offer. For the immediate present frozen lines are well sold out. Lake fish are scarcer owing to restricted deliveries. Supplies coming from Winnipeg have in some cases been held up for weeks, and in one case a car of fish shipped to Montreal early in February has not turned up yet. It is stated that the fixing of prices may have had something to do with a decreased interest in fishing on the part of those engaged in this work.

SMOKED FISH.		
Haddies (fresh cured)	0 17	0 18
Haddies (frozen)	0 14	0 15
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 22	0 23
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50
SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 75	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.	....	24 00
Do., tierces	....	34 00
Salmon (B.C. Red)	....	25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl.	....	15 00
Green Cod (large bbl.)	16 00	16 50
Mackerel, No. 1, per bbl.	....	22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)	....	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	16 00
Do., half barrels	....	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 55	0 60
Prawns, lbs.	....	0 30
Shrimps, lb.	....	0 30
Scallops	....	4 00
FRESH FROZEN SEA FISH.		
Herring, large sea, lb.	....	0 09
Herring, frozen lake, lb.	....	0 06
Halibut	20	21
Haddock	9	9½
Mackerel	17	18
Cod steak, fancy, lb.	09½	10
Cod—Toms	3 00	3 50
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	1 60	1 75
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	10 00
3 gal. (wine) cans	6 50	7 50
1 gal (wine) cans	2 10	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 09½	0 10
Steak cod	0 12	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 13	0 16
Lake trout	0 18	0 20
Pike	0 10	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 26
Eastern Halibut	0 25	0 26
Flounders	0 08	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 10
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 18
Mackerel, per lb.	....	0 14

Live Hogs Higher; Dressed Meats Up

Toronto.

PROVISIONS.—Great activity has been maintained in the live hog market and all offerings have been quickly bought up. This has had a firming tendency on the market and prices have undergone a revision upwards, fed and watered reaching the high figures of $20.50. Receipts show some improvement, but it is said that the finished product are scarce throughout the country and this will tend towards keeping prices at a high level.

Further revisions in hams, backs and bacon have been made, the new range of prices showing advances in each instance of from 1c to 3c per pound. The demand is only fair and stocks are by no means heavy. Whether the high prices are curtailing demand or whether it is just the natural falling off in trade always noticeable at this time of year, is not quite evident. Prices ruling to-day are as follows:

Hams—		
Medium	0 35	0 36
Large, per lb.	0 27	0 34½
Backs—		
Plain	0 41	0 46
Boneless, per lb.	0 44	0 50
Bacon—		
Breakfast, per lb.	0 39	0 41
Roll, per lb.	0 33½	0 35
Wiltshire (smoked sides), lb.	0 36	0 41½
Dry Salt Meats—		
Long clear bacon, lb	0 29½	0 31
Fat backs	....	....
Cooked Meats—		
Ham, boiled, per lb.	0 46	0 47
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	56 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	....	28 50
Live, off cars	....	20 75
Live, fed and watered	....	20 50
Live, f.o.b.	....	19 75

Deliveries Shortening Show Slight Improvement

Toronto.

SHORTENING.—Slightly better deliveries of shortening have been recorded for the week, but with the accumulation of orders now on the books of the packers no great relief has been afforded by receipts so far. It is still a case of the demand far exceeding the supply and little hope is held out for improvement for some little time to come. A firm undertone to the market prevails and in some quarters an advance of ½ cent per pound, tierce basis, has been made. No change in the range of prices is apparent, however, which are given below.

Shortening, tierces, 400 lbs., lb. 0 26 0 26¾
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Prices Firmly Maintained On Lard

Toronto.

LARD.—Prices have been firmly maintained on lard during the week and a good demand is revealed. Stocks are very light and by no means equal to the calls made and this has tended to firm the market considerably. The further high prices of hogs will also exert an influence towards maintaining present levels, but it is hoped increased receipts will continue so that the present shortage may be wiped off. Quotations remain unchanged on the following basis:

Lard, pure tierces, 400 lbs., lb. 0 30½ 0 31
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Million Pounds Margarine A Month

Toronto.

MARGARINE.— The announcement during the week that margarine was likely to be released for shipment to Canada, and the amount hinted at of one million pounds per month, has created a great deal of speculation as to whether this amount will really be forthcoming. The consensus of opinion seems to be that Canada will get the margarine o.k., but the question of distribution has yet to be settled. This may present difficulties, but it is more than likely that full carload shipments will get the preference, and only be released from the War Trade Board as manufacturers are able to handle during the course of a month.

Efforts are being made to secure the first allotment beginning with the month of March, and if successful this will assist dealers materially in handling the expected demand. Stocks are very light, in fact, completely exhausted in some quarters, and whereas the amount stated above will not equal the calls that will be made upon this commodity, it will afford considerable relief.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....

Solids, 1c per lb. less than prints.

Market Steady In Butter; Easier Undertone

Toronto.

BUTTER.—A steady market exists in butter during the week, though an easier undertone is apparent. Stocks, though not heavy, are in fair condition as regards supply, with creamery showing an increase and dairy a decrease in quantity available. With the receipt of margarine fairly well assured, a decline in dairy is expected to develop. A slight change in storage creamery has been made in some quarters, prices showing a decline of 1 cent per pound. This has served to widen the range as others show no variation. Prices ruling to-day are given below.

Creamery prints, fresh made	0 52	0 53
Creamery solids, fresh made	0 49	0 50½
Creamery prints, storage	0 49	0 52
Creamery solids storage	0 48	0 50½
Dairy prints, choice, lb.	0 40	0 46
Dairy prints, lb.	0 36	0 40

Not Much Interest Apparent In Cheese

Toronto.

CHEESE.—No new developments are recorded for the week and little interest seems to be manifest in this commodity. The view is expressed that cheese is one of the cheapest foods on the market today and the reason for the light demand is not quite clear. A Government campaign to stimulate consuming interest in cheese might be conducted along similar lines to that which has resulted so successfully in some lines of vegetables. Prices remained unchanged for the week at the following figures:

New, large	0 22¾	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Increased Production Eggs Reported; Price Declined

Toronto.

EGGS.—Reports indicate that Canadian production is showing a marked increase, whereas the demand is not yet heavy; increased interest is noticeable on the part of the retailer. The market again shows a somewhat easier tendency for the week and declines were registered in some quarters. Storage eggs are practically done and quotations have been withdrawn altogether.

Eggs—		
New-laids, in cartons	0 48	0 51
Do, loose, doz.	0 46	0 48

Little Live Poultry Reaching The Market

Toronto.

POULTRY.—Very little live poultry is reaching the local market. A good firm market is in evidence and the demand is maintained at a splendid average. Storage poultry is decidedly less than one year ago. The prices paid for live hens show a slight tendency upward and on dressed turkeys and chickens a somewhat narrower range of values is recorded.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	....- 0 15	0 22- 0 24
Turkeys	....- 0 27	0 30- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.	0 28- 0 30	....- 0 30
Hens, under 5 lbs.	0 25- 0 27	0 26- 0 28
Chickens, 4 lbs. and up	0 25- 0 27	0 28- 0 33
Chickens, under 4 lbs.	0 22-0 25	0 26- 0 30
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	0 28-$0 35
Ducks	0 30- 0 32
Chickens	0 35- 0 38
Do., milk-fed	0 35- 0 39
Turkeys	0 39- 0 45
Geese	0 20- 0 27

Receipts Frozen Lake Fish Show Improvement

Toronto.

FISH, OYSTERS.—Frozen lake fish are reported arriving in ample supplies with receipts of Western fish good. Some revisions in prices have become effective during the week, frozen herrings showing a decline to 8c per pound in some quarters. Frozen mackerel also declined 2c per pound and are being quoted as low as 10c. Lake Erie herring show a lower price, being quoted at 8½c per pound. The market generally remained firm and the demand is very good. Orders are going forward freely and relief from the congestion resulting in the recent railway tie-up is slowly manifesting itself.

SMOKED FISH.		
Haddies, per lb., new cured	0 12	0 18
Chicken haddies, lb.	0 10½	0 13
Haddies,, fillets, per lb.	0 14	0 17
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 25
Digby herring, skinless, 10-lb.	2 20	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits, 20 lbs.	....	4 50
Labrador salt herring, barrels	11 00	11 50
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.	6 00	6 50

FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 21	0 25
Do., Cohoe	....	0 20
Do., Restigouche	....	0 27
Haddock, headless and dressed, lb.	0 07	0 10
Herrings, frozen	0 08	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 7	0 08½
Cod, market, heads on, lb.	0 06	0 08½
Mackerel, frozen, lb.	0 10	0 12
Flounders, frozen	0 07	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 12	0 16
Do., No. 2, lb.	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	....
Herring, Lake Erie, pan frozen.	0 08½	0 10
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	0 06	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 60	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	....	14 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Canadian New-Laids Open Up At 43c

Winnipeg.

PRODUCE AND PROVISIONS.—There has been a keen demand for hogs here, with the result that the price has jumped to $20. No change in the price of provisions has taken place as yet. It is hardly likely the market will go any higher than $20, but local men expect the market to remain firm for some time. Eggs—Canadian new-laids are now beginning to arrive in fair abundance, selling at 43c. The trade can look for a decline from now on, the rate of the decline depending on the kind of weather we get. Butter—Creamery market is firm, with very little fresh-made stock being offered. No. 1 cartons are selling at 48c-50c. It is expected that new make will start to arrive shortly, but will not arrive in good quantity until the middle of May. Dairy butter—There is a little demand just now for lower grades of dairy, and the market is considerably easier. No. 1 dairy is selling at 40c.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, per lb.	0 39	0 40
Breakfast, select, lb.	....	0 43
Backs, regular	....	0 44
Backs, select	....	0 45
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 28¼
20s	....	5 95
Cases, 5s	....	17 48
Cases, 3s	....	17 55
Shortening—		
Tierces	....	0 26¼
Tubs, 50s, net	....	13 25
Pails, 20s, net	....	5 55
Fresh Eggs—		
New laids, American	0 48	0 50
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh	....	0 23½
Butter—		
Fresh made creamery, No. 1 cartons	....	0 50
Fresh made creamery, No. 2	....	0 48
Dairy, prints, No. 1 stock	....	0 40
Dairy, regular run	0 37	0 38
Margarine—		
No. 1	....	0 32½
No. 2	....	0 30½
No. 3	....	0 29½

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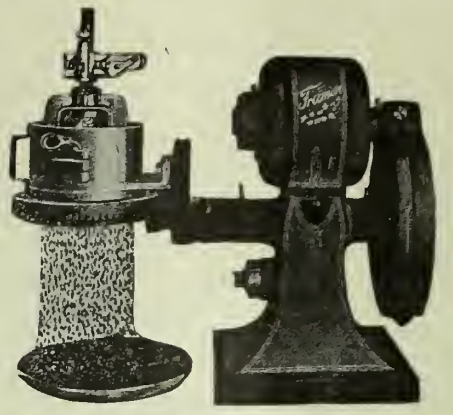

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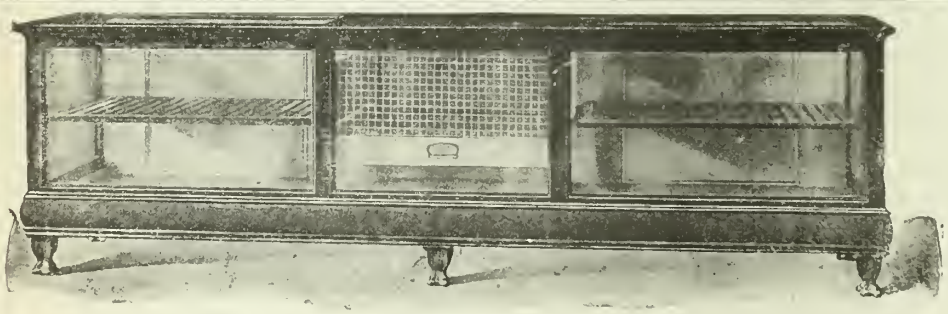
Eastern Canada Fisheries, Limited
CORISTINE BLDG., MONTREAL



John Hillock and Company, Limited
Makers of the "Arctic" Refrigerator
TORONTO

THE ARCTIC
Refrigerator Silent Salesman

besides keeping a stock of perishable goods sweet and palatable, displays them so effectively that sales are always quick and profitable.

Our complete list describes this and the several other "Arctic" models in detail. Write for free copy.

If any advertisement interests you, tear it out now and place with letters to be answered.

A View of Our Toronto Plant, showing New Beef Abattoir and Coolers

The New Buildings are on the Left Side of the Illustration

OUR business friends in the city and those visiting the city who have availed themselves of the opportunity to make a tour of inspection of the recent addition to our plant have been greatly impressed, not only with the size and capacity of the buildings, but particularly with the excellent facilities for handling fresh meat.

The buildings themselves are indisputably the most modern and the best equipped of their kind in Canada. In fact, so far as equipment goes, if not as regards size, they compare favorably with the most up-to-date Abattoirs in America.

Machinery has been installed to do practically all the heavy work, and carcass beef is moved easily from place to place by means of track conveyers, thus eliminating as much as possible manual labor, and making it unnecessary for the meat to be touched by hand.

The various floors are lofty and well lighted and cleanliness is a rule which is rigidly enforced in every Department. The drainage system is perfect, and whether at the beginning or the end of the day the same atmosphere of order and cleanliness prevails everywhere.

One feature which has impressed visitors very favorably is the method of cleaning beef after killing. After the beef has been once washed down, practically no water is used for the purpose of cleaning, this being done by dry wiping, a method which, as every butcher knows, tends to enhance the keeping qualities of meat and to prevent mould.

The Cooler Building is a triumph of constructional engineering and refrigerating skill. It stands seven floors in height, each floor being kept at the required temperature by a modern system of sprinkler refrigeration. The several floors set apart as beef coolers are so adapted and screened with glass partitions that should any warm air enter when doors are opened it quickly condenses before reaching the meat, which is thus kept in a dry condition and at a uniform temperature.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal **Winnipeg** **Hamilton**

Help conserve the country's meat supplies

Food is going to be one of the biggest factors in deciding the result of the world war. Ample supplies of beef, bacon, etc., are needed by our Allies if they are going to smash the Kaiser's dream of world dominion.

Here is where every Canadian grocer can do his bit. Help conserve the meat. Encourage your customers to substitute such quality sea foods as

Brunswick Brand

So delicious and good are these high-grade sea foods that your customers will buy them regularly once they get acquainted. They will need no further urging to substitute once they know what BRUNSWICK BRAND quality is. Order from this list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Two General Merchants Give Three Guides To Success

Mr. General Merchant:—

In your grocery business, as you know, market news is important, and this paper you are reading—Canadian Grocer—is a valuable guide.

There's a business newspaper for your dry goods department every bit as good as you find Canadian Grocer for your grocery department. It is DRY GOODS REVIEW.

Here is a letter from a general merchant who reads Canadian Grocer as you do, and who was very glad indeed to discover DRY GOODS REVIEW.

St. Claude, Man., Jan. 16, 1918.

The MacLean Publishing Co.,
Toronto.

Gentlemen:—

I enclose herewith M.O. in payment of our year's subscription to CANADIAN GROCER and HARDWARE AND METAL, these two subscriptions having started some time ago. The other two dollars are to pay for one year's subscription to DRY GOODS REVIEW.

The fact is I have been looking for a paper of this kind for some time, but it is only a few days ago that I saw your advertisement in CANADIAN GROCER about it.

If this REVIEW is as good as the two papers above mentioned, let me tell you it is a corker. These two papers have helped me so much by the advice given in them, and also suggestions made, that the amount cannot be estimated in dollars.

M. JOBIN.

DRY GOODS REVIEW is as good as Canadian Grocer or Hardware and Metal. To the merchant buying and selling dry goods, DRY GOODS REVIEW is as valuable as Canadian Grocer is to the grocer, or Hardware and Metal to the hardwareman.

J. C Nichol, General Merchant, Radisson, Sask., writes:

"I have been a subscriber to DRY GOODS REVIEW for over ten years and I look upon it as being absolutely essential to my business."

Your desire to see DRY GOODS REVIEW which so thoroughly meets the needs of these general merchants is your business instinct getting busy. Always act promptly on a money-making or a money-saving impulse. This one is both. Act upon it now. The lines on this coupon are your lines of action.

The Maclean Publishing Co.,
153 University Avenue, Toronto.

Send me The Dry Goods Review each month beginning with the current number. I will pay subscription price, $2.00 per year, on receipt of bill.

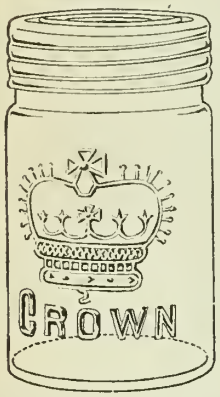
Name.....

CG.-Mar. 22 Address.....

Mail in open envelope for 1c. stamp

If any advertisement interests you, tear it out now and place with letters to be answered.

Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited

Made in Canada

Send Us That Photograph

The CANADIAN GROCER is published in the interests of the Grocery Trade from coast to coast. It is the effort of those charged with its production to make its contents of use and interest to every one of its numerous subscribers. You can help us in this matter if you will.

There are photos of window displays, or store interiors that you might send us.

There are suggestions on selling methods, and novelties in display, that would be of interest to all our readers.

Will you help us to make this paper an even greater success by assisting us in these ways with pictures and suggestions?

In sending in picture of a window display, tell us about how it sold the goods.

The Editor, Canadian Grocer

143-153 University Ave., Toronto, Ontario

PROF. JOHN M. SMITH of Grinnell College

Writes from the trenches:

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells, 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's' Refined Coffee is worth its weight in gold."

G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.

"EVERY GRAIN PURE CANE"

Royal Acadia Sugar

A fine, pure, easy selling sweetener

There is no better sugar on the market to-day than Royal Acadia.

You can honestly recommend it for every purpose where sugar is required.

Particular housewives will ask you for it after a first purchase.

And there's a nice margin for you on every

Supplied in 2 and 5-lb. cartons; 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co.

Limited

HALIFAX, CANADA

Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Sell the Best

WHEN you remember what a trifling bit of flavoring extract is used in comparison to other ingredients in a cake it is very easy to convince your customers they can afford the very best money can buy. Sell

Shirriff's

True Vanilla

It "goes farther." It is made from the finest quality Mexican vanilla bean. Our process takes a whole year to complete, thus bringing out the last trace of flavor. The reputation of Shirriff's is Canada wide.

Shirriff's is 50 Per Cent Stronger than Government Requirements.

Those are the selling points of sincere quality that help you to build up worth-while results with Shirriff's.

mperial Extract Co.
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb. ....
In cases 12—12 lb. boxes to case ....

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½1lb. packages, 2 and 4 doz. in box, per doz.	1 80
Chocolate Confections—	Per doz.
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes.	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

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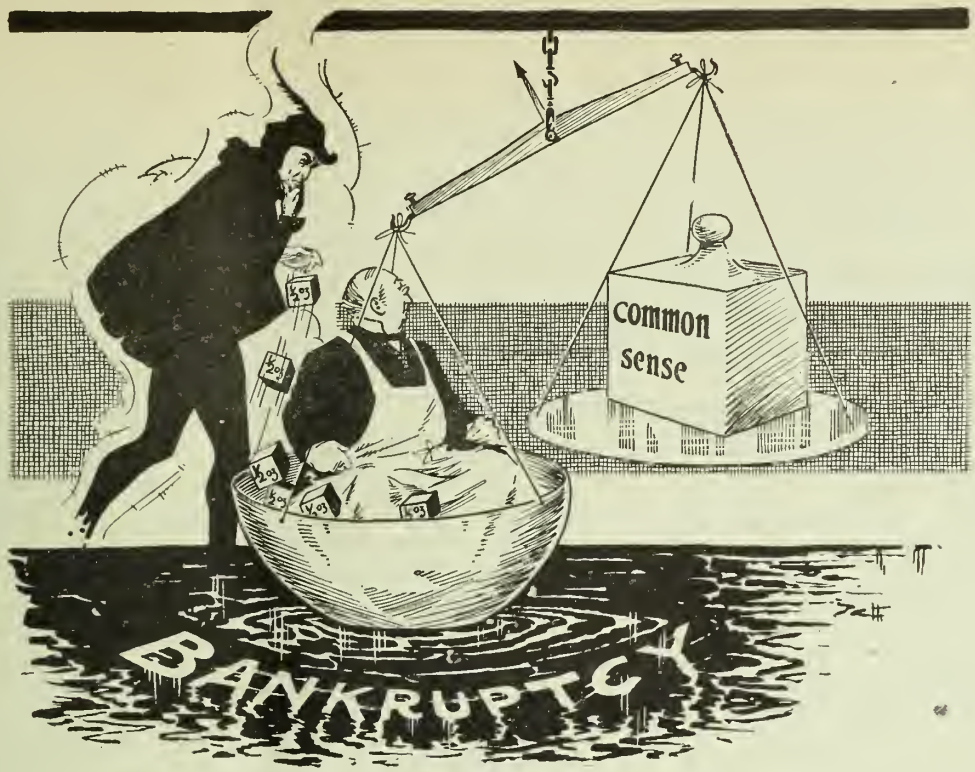
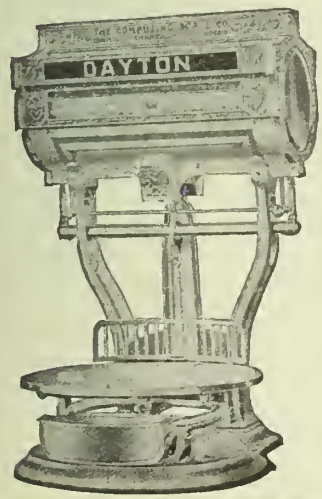


"Bankrupted by Half Ounces"

You often hear it said that such and such a grocer has been brought inch by inch to the verge of bankruptcy, when, as a matter of fact, he has been *weighed* down half-ounce by half-ounce into that condition.

You know how it's done. Rather than give short weight many a merchant will give a customer a trifle over-weight, but he fails to charge for the excess goods. He doesn't *know* what that over-weight is. How about yourself? Use a

Dayton Automatic Scale



and be sure you are getting all your profits. For every ounce you give away is paid for out of your profits. The wholesaler won't pay for it. The landlord won't. Who will? You and your family.

Think it over. Know the *exact* weight and price of everything you weigh.

Send for our latest folders.

Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

If any advertisement interests you, tear it out now and place with letters to be answered.

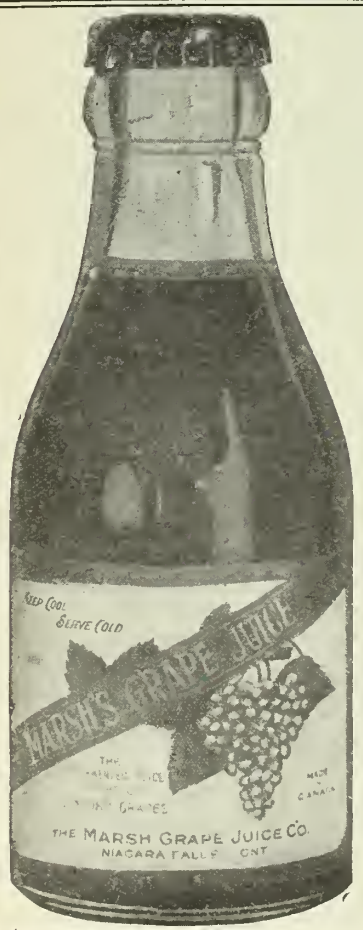
Are you pushing the big repeater

CHILI CON CARNE

A combination of the very highest quality ingredients made up from a rare receipt used by prominent chefs in the Castilian Cafes of Latin America — that's Chili Con Carne.

Once your customers try it your stock will quickly diminish. For it is a certain repeater. And every sale makes a near profit for you.

E. W. Jeffress, Limited
WALKERVILLE, ONT.



An increasing call

for Marsh's Grape Juice bears evidence to the fact that this Pure Concord Product merits the public's favor.

You should keep your stock displayed and get your share of the demand.

The Marsh Grape Juice Company
Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can.....
No. 16 Jar.....
No. 4 Jar.....
No. 10 Can.....

YUBA BRAND

2½-quart Tall Cylinder Can..
No. 1 Pint Cylinder Can....
No. 10 Can.....
Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

W. CLARK, LIMITED MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn — ½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c; ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $16.50; 2½s, $17.50; 3s, $19.00; 3½s, $20.50; 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 2s flats, $2.45; 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold label), individuals, 95c; 1s, $1.25; 1½s, $1.35; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50; 2s, $5.95.
English Plum Pudding—½s, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.05; 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage — 1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00.
Minced Collops — ½s, $2.00; 1s, $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $6.50.
Jellied Hocks—2s, $8.00; 6s, $25.00.
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken — ½s, $5.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch— 1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s, $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans, Tomato Sauce—Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s, $2.05; 3s, $3.25, Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30.
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 20
D. S. F., ½-lb.	4 20
D. S. F., 1-lb.	8 10
F. D., ¼-lb.	1 40
	Per jar
Durham, 1-lb. jar, each	0 60
Durham, 4-lb. jar, each	1 75

Ever Give the Wrong Number?

Many people do when they rely on their memory. Save annoyance and delay by *consulting your telephone directory first.* It takes only a few seconds to get the correct number.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent"

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

Gold Dust asks for no lease on shelf-room. Every day is moving day with Gold Dust
FAIRBANKS GOLD DUST Washing Powder
MADE IN CANADA
THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL
GOLD DUST GOLD DUST
Let the GOLD DUST TWINS do your work.

Get the "Grocers' Encyclopedia"—

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.
A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

Price Prepaid $10.50.

Technical Book Dept.— MacLean Publishing Company
143-153 University Ave. - Toronto

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Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

The Imperial Co. Reg'd
645 St. VALIER STREET, QUEBEC, P.Q.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the Market

Order from your jobber

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00
Lemon, 2 dozen	2 00
Orange, 2 dozen	2 00
Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	**$15.50**
Household size, 1-lb., 24 to case	**6.30**
Sample size, 4-oz., 48 to case	**4.50**

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	**Cents**
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
20 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	1 10
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0 10½
Barrels, 200 lbs.	0 10
Kegs, 100 lbs.	0 10
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0 11
8 in case	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½
Kegs, extra large crystals, 100 lbs.	0 10½
Canadian Electric Starch— ..	
Boxes containing 40 fancy pkgs., per case	3 25
Celluloid Starches— Boxes containing 45 cartons, per case	4.50
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs.	8 00
½ barrels, per 100 lbs.	8 25

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley— 1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan	3.80
Metal Outfits, Black and Tan	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 8s, boxes 5 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 92
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. glass humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

ROYAL BAKING POWDER

Pleases Customers

Millions of families Use ROYAL exclusively and always find it satisfactory

Pays Grocers

Thousands of grocers Sell ROYAL steadily and never find it dead stock

Unquestioned merit, persistent advertising and wide use have firmly established ROYAL as the "Absolutely Pure" high grade standard baking powder

Made in Canada *Contains No Alum*

SUCCESS COMES THROUGH KNOWLEDGE

TO know all about your business means more profits and bigger business.

THE GROCERS' ENCYCLOPEDIA

was compiled by specialists who spent years of toil and spared no expense to make it worthy of a permanent place on your desk.

For information on practically every article handled by the grocery trade is given in such a manner that it is never forgotten. Contains a complete food dictionary in five languages: English, French, German, Italian and Swedish.

SEND FOR A COPY TO-DAY

It cost $50,000 to produce and contains 748 pages on 1200 subjects, with 500 illustrations, 80 full-page color plates, printed on heavy calendered paper, and bound in strong buckram to withstand hard usage. The cost is comparatively small for such a comprehensive volume.

ONLY $10.50, ALL CHARGES PREPAID

Send Your Order to

MacLean Publishing Co., Book Dept., 143-153 University Avenue

Toronto, Canada

Rose's Lime Juice

The Original and Genuine Brand

A FIFTY YEAR FAVORITE

Half a century before the public and still the most popular—that is the record back of this high-class, Non-alcoholic Drink.

Grocers would do well to constantly show Rose's Lime Juice and get their customers "wise" to its delicious goodness.

Holbrook's

Imported

Worcestershire Sauce

Every bottle is full of extra good quality and customer satisfaction. Show it and profit by the big demand.

Include in your order the following money-makers.

Imported English Malt Vinegar, Sardines, French Olive Oil, Custard Powders and Health Salts.

Holbrooks, Ltd.

Toronto and Vancouver

FISH

Lake Superior Herring in kegs half-kegs and pails.

APPLES

Nova Scotia stock and Georgian Bay brand, Ontario stock.

Write us to-day

Lemon Bros.

OWEN SOUND, ONT.

The Best Asset of a Grocery Business is Satisfied Customers

Baker's Cocoa and Chocolate

Registered Trade-Mark

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

ALWAYS SATISFACTORY

Made in Canada by

Walter Baker & Co., Limited

Established 1780

Montreal, Can. Dorchester, Mass.

When answering Advertisements please mention Canadian Grocer

Money as a Munition of War

Charles H. Sabin, Head of the largest Trust Company in the World, Advocates Credit Expansion.

"Business men and wage-earners cannot lend money to the Government unless they can make money. And business must earn more money this year than last year.

"Increase in prices resulting from expansion of credit gives industry a stimulus. Extra demands of government finance and increased industrial needs absolutely require expansion of credit."

Thrift: Production: Expansion.

The two quotations, and the three words above are points from "the most forceful and constructive article on business in war time that has been written since the beginning of the conflict." The article is by Charles H. Sabin, president of the Guaranty Trust Co. of New York, and you can read it in THE FINANCIAL POST this week. It is very much worth your attention. Not only is Mr. Sabin head of the greatest Trust Company in the world, but his understanding and knowledge of the fundamentals of business in relation to finance mark him out as an authority on whose words you can rely. Read this article. Act on its advice. Improve your business by the knowledge you gain.

THE FINANCIAL POST This Week

Business interest this week is focused on several important matters all of which are dealt with in THE FINANCIAL POST under heads such as the following:—

C.P.R. Earnings Will be Less Under Tax.
U.S. Munition Orders to Right our Exchange.
Regulation of Packers Will Hit Industry.
Western Soil in Better Shape This Year.
Royal-Northern Crown Bank Merger Raises Query.
Bank Clearings 7½% Ahead of Last Year.
Banks May be Forced to Close Earlier.
Should Bank Managers Act as Solicitors?
Judges Charged by Officer of Loan Co.
Saskatchewan Tax System is Inadequate.

Knowledge of these business matters and the many other similarly important matters dealt with in this week's FINANCIAL POST will place you in a position to speak with authority in business circles. This in itself you will find of direct benefit to your own business interests. Try it. Sign this coupon. Send it, and secure POST service—something you can cash in on.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

Name .....

Address .....

C.G. 3D

If any advertisement interests you, tear it out now and place with letters to be answered.

Easter Fruits and Vegetables

At this season you will want additional supplies of seasonable varieties. We have a splendid assortment.

First Car Louisiana Strawberries
Due Tuesday Next, in Pints.

Oranges, Pineapples, Bananas, Cauliflower, Celery, Head Lettuce.

FISH FOR GOOD FRIDAY

Every variety that swims! Smoked, Pickled, Fresh, Salted.
Prompt Delivery. No Disappointments.

WHITE & COMPANY, LIMITED

Wholesale Fruits and Fish
Toronto

Arriving This Week

One Car
Fancy California Lemons.

Fresh Cars
Finest California Celery.
New Florida Cabbage.
Full Supply California Navels.
Florida Pineapple and Valencia Oranges.

Fresh Arrivals
Fancy Western Box Apples.
Also Several Cars Nova Scotia Apples in Barrels at Attractive Prices.

Fish for Good Friday
All the Best Varieties: Fresh, Frozen, Salted, Smoked.
Rhubarb, Lettuce, Tomatoes and other Green Stuff for Easter.

DUNCANS LIMITED
North Bay, Sudbury, Cobalt, Timmins

FOR THIS WEEK

Fresh Car
New Florida Cabbage

3 Cars
Extra Fancy
California Navel Oranges
mostly large sizes.

2 Cars
Extra Fancy
Florida Grape Fruit
All sizes, 36s. to 96s.

"The House of Quality"

HUGH WALKER & SON
GUELPH, ONTARIO
Established 1861

If any advertisement interests you, tear it out now and place with letters to be answered.

Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encylopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.,—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is **illustrated with 80 full-page** color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than $50,000 to produce this book—but it sells for only $10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOlutely the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

A NO-CREDIT GENERAL STORE BUSINESS of 23 years' establishment, with store, house, stable and warehouse all about or good as new. Situated in Annapolis Valley, Nova Scotia. Address Box 288, Canadian Grocer.

GENERAL STORE BUSINESS — WESTERN Ontario village; $7,000 stock in best condition, 95c; brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

CORNER GROCERY BUILDING FOR SALE, now rented and doing good paying business; no horse; good locality, overlooking park, 8 rooms. Apply owner, McCaw, Galley and Roncesvalles Ave., Toronto.

GENERAL STORE IN GOOD FARMING COMmunity for sale. Stock and fixtures, $8,000; would reduce stock to $4,000 or to suit buyer; also handle flour and feed. Last year's turnover $50,000. Apply Box 290, Canadian Grocer.

GROCERY AND SHOE BUSINESS FOR SALE at invoice price. Owner retiring. Town booming; one of very best stands. Stock about $8,000; turnover $30,000. Stock well bought and in good shape. Great snap. Apply Box 925, Collingwood, Ont.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

HELP WANTED

WANTED—EXPERIENCED GROCERY SALESman, permanent position at a good salary for the right man. Baker & Baldwin, Lindsay, Ont.

SITUATIONS WANTED

RETURNED SOLDIER WHO HAS HAD 9 years' grocery experience, desires position. Can furnish first-class references. Apply Box 287, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS. OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

GRAHAM FLOUR

"Ye Olde Process"

STONE - GROUND

From Choicest Ontario Wheat.
The Most Wholesome Flour Made.
$5.75 per 98 lb. sack.
Freight paid (Montreal rates) 5 sack lots.

Made by

T. A. KIDD & SONS
BURRITT'S RAPIDS - ONTARIO

This paper circulates in every province, is the best authority in the grocery trade, and so is read by those who want to know; that is why it pays to advertise in CANADIAN GROCER.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

Don't Be In Doubt About Your

Money

We can collect those bills outstanding and make your ledger look like something, something that you will look with satisfaction on.

No Collection. No Fee

Send for forms and give us a trial. Highest recommendations.

Nagle Mercantile Agency
Westmount, P.Q. (Montreal)

The Great Business of Selling

MULTIPLYING users of your product, commodity or service—this is your great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.

Use them for Prestige.

In Canada, the one conspicuous magazine is

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established
Can you name a better?
The conclusion is plain.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

Kindly Mention This Paper when Writing to Advertisers.

If any advertisement interests you, tear it out now and place with letters to be answered.

KING GEORGE'S NAVY

CHEWING TOBACCO

Canada's best-liked Chewing Tobacco

King George's Navy is to-day the favorite "Chew" of men who discriminate between a real tobacco and inferior grades.

There's a something "different" about the flavor and the texture of King George's Navy Chewing Tobacco that "gets across" with particular men.

Ask your wholesaler to supply you.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

Store of

J. A. ST. ONGE

Natagan River

In the Abitibi District, 408 miles northwest of Quebec. Temperature of 42 below zero.

Some of the

CUSTOMERS

Note a complete family of Indians. Photo taken in early January, when the Indian trappers emerge from the wilds to trade their skins and purchase supplies.

THE popularity of FIVE ROSES flour is truly democratic, for it knows no class distinction. Out on the outer fringes of civilization many hardy users of FIVE ROSES flour identify the brand they seek merely by the "rat" on the package. In crowded cities or cultivated areas, in dense bush or open spaces, wherever you see the brand "FIVE ROSES," you are assured of the best available flour under all conditions.

Lake of the Woods Milling Co., Ltd.

CANADA

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII. PUBLICATION OFFICE: TORONTO, MARCH 29th, 1918 No. 13

Welch's

"The National Drink"

The consumer has faith in Welch's. It's a common saying, "The merchant who serves you well serves you Welch's."

So when you stock and display Welch's you invite permanent customers, people who demand quality. Such folk do not "shop about." Once sure they are trading with a house that serves the best they make dependable customers.

With this assurance it would pay you to handle Welch's were there less profit in it. But, instead, there is a good profit, rapid turnover and moderate investment that comes from quick sales of an article with "standard" reputation.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES - - ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

BUILD YOUR BUSINESS ON THE SURE FOUNDATION OF

STANDARD MERCHANDISE

IT pays to rely upon the staying-power and the selling-power of standard lines.

O-Cedar Products assure your customer of value, satisfaction and service.

Give your customers merchandise that represents the best in materials, and workmanship, and at the lowest price.

When you are asked for a Floor Mop, be able to say, "Yes, we have the O-Cedar Mop." If you are asked why you recommend it, point out how strongly it is made (all parts securely fastened and riveted) the fine grade of cotton fibre and drill used; how strongly it is sewn; the length and spread of the mop; the attractive lithographed container. But, above all, explain that it is treated with O-Cedar Polish, which is the big reason for its unique success.

O-Cedar Polish Mop

CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE, TORONTO

PROHIBITION

BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD, or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

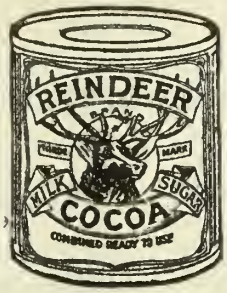
BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road - - - - LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



With the Cream and Sugar too.

That they will please your customers

may be inferred from the fact that they have given unqualified satisfaction everywhere, even to the proverbial "hard-to-please."

The well-known Borden quality is so well embodied in

Reindeer Coffee and Reindeer Cocoa

that first purchasers invariably develop into profitable repeat orders.

When you sell Borden's Reindeer Coffee and Reindeer Cocoa you are selling lines of proven quality, lines that are bringing bigger profits to grocery dealers everywhere.

Is Your Stock Well Displayed?

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office: Arcade Building, Vancouver

ANNOUNCEMENT

The growing demand for our high quality vinegars compelled us some time ago to materially increase the generator and storage capacity of our plant, and we are now in a position to supply under the "AVICO" label, thoroughly aged, smooth vinegars, that we produce under government supervision in our Bonded Factory, and guarantee to be absolutely pure.

The "AVICO" salesmen are now out covering the entire West, soliciting orders from the retail to be filled through the Wholesale Trade only.

We are also fortunate in having secured as our Special Wholesale Representative, Mr. John A. Cheyne, who is well and favorably known to the Trade throughout the four Western Provinces.

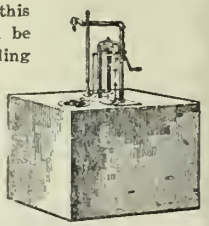
Acme Vinegar Co., Ltd.
Makers of Vinegar in Bond
WINNIPEG, CANADA

BOWSER
ESTABLISHED 1885

Oil Storage Systems

ACCURACY is the keynote found in the Bowser systems. By the automatic computer the merchant can easily measure 1c or 100c worth of oil. He protects himself as well as his customers by having the Bowser in his store. The ill-kempt oil department becomes a thing of the past.

Your oil department will be put on an efficient and profitable basis. In this day of rising costs all waste should be eliminated. Start now by installing a Bowser.



S. F. Bowser & Co.
Incorporated
Toronto, Ontario

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.

Church and Dwight
LIMITED
Manufacturers
MONTREAL

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

KLIM
IN POWDER FORM

Brings Profitable Milk Business Into Your Store

Klim is separated milk in powder form. It is genuine. It is pasteurized. It has the natural taste of milk retained.

It is a profitable product for you to sell because it is quickly finding a place in every home, and your customers will order it regularly once they have used it.

Klim saves money. Keeps perfectly. No waste.

Your wholesale can supply you.

Canadian Milk Products, Limited
10-12 St. Patrick St., Toronto
10 Ste. Sophie Lane, Montreal, P.Q.

Also stocked by
W. H. Escott Co., Ltd., Winnipeg,
and Kirkland & Rose, Vancouver

The Profit Is Good

Babbitt's Cleanser is a line that every grocer will find worth while keeping well to the front. Active selling and generous profits invariably result from a Babbitt display.

Good housewives everywhere are convinced by experience that there is absolutely no better Cleanser than Babbitt's, and they like to deal with the grocer who features articles of such outstanding value.

Premiums Given for the Trade-Marks.

WM. H. DUNN
Limited
General Representatives for Canada
MONTREAL

Dunn-Hortop, Limited
TORONTO
Special Agents

RAW SUGARS

It is necessary for wholesale grocers and manufacturers to obtain allocation notices from the Sugar Division of the Canada Food Board for their supplies of raw sugars for the current year.

We have limited stocks in Canada, or can arrange (subject to existing tonnage difficulties) for shipment from producing points —all sales to be strictly against allocation notices.

WEST INDIA CO., LIMITED
CORISTINE BUILDING, MONTREAL

Made in Canada

Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited

Made in Canada

Don't hide the fact that you sell

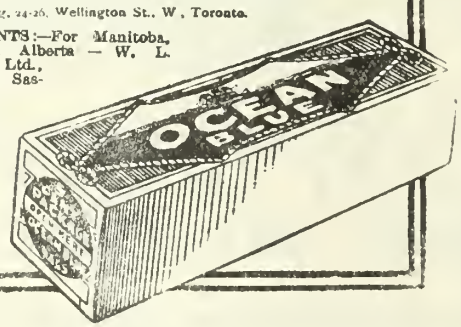
OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
Head Building, 24-26, Wellington St., W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 6 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONTARIO

MANUFACTURERS OF

Pickles, Catsup, Sauces, Vinegar, Cider, etc. Queen Quality Pickles, Universal Fruit Sauce, Paragon Pickles, Catsup Relish.

Taylor & Pringle's Products are Good Products

CANADIAN DISTRIBUTORS:—The MacLaren Imperial Cheese Co. Ltd., Ontario, Quebec and the Maritime Provinces. Maclure & Langley Ltd., Western Provinces. Ed. Cutmore, Brantford. Fearman Bros., Hamilton.

DON'T FORGET

MR. GROCER
that for all seasons

CLARK'S

have absolutely the finest assortment of PREPARED FOODS.

Soups (in all varieties.)

Spaghetti with Tomato Sauce and Cheese.

Irish Stew, Beef Steak and Onions.

Corned Beef, Roast Beef.

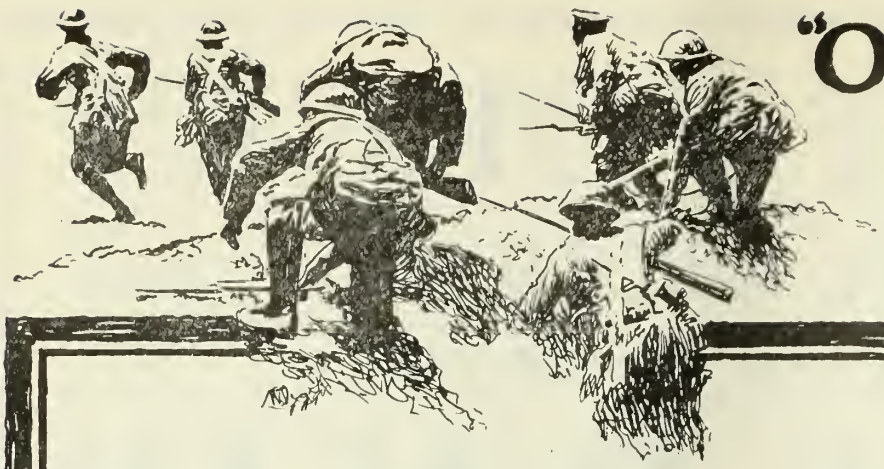
Ox Tongues, Potted Meats.

Loaf Meats, Mince Meat.

CANADIAN BOILED DINNER
PEANUT BUTTER
CLARK'S PORK AND BEANS

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.



"Over the Top" for 1918

FROM COAST TO COAST

"NUGGET" Shoe Polish

WILL BE ADVERTISED IN STREET CARS AND ON BILLBOARDS

Good, strong, interest-compelling advertisements that sell goods
WATCH FOR THEM

"NUGGET" IS MADE IN BLACK, TAN, TONEY RED AND DARK BROWN

THE NUGGET POLISH CO., LIMITED
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Aylmer Orange Marmalade
Always A Good Seller

DOMINION CANNERS LIMITED HAMILTON, CANADA.

"The Seal of Quality"

Your confidence in the quality of this line is well deserved. **"The Seal of Quality"** is your guarantee that its ingredients are carefully selected and properly prepared.

Aylmer Orange Marmalade is a big favorite with housewives. It sells readily on its reputation. The various sizes help to sell each other.

Keep a good stock of this particular brand on hand.

Dominion Canners Limited

Hamilton **Canada**

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY

HAMILTON, ONT.

A little investment that will lead to big profits!

To put a box of Cobban's Herb Tablets on your counter is a matter of a very small investment, but it may open the way to a new and large source of profit.

COBBAN'S HERB TABLETS

are being well advertised and meet with ready sale. They are a new and better form of the old reliable herbal remedy in the shape of tablets. They do what is claimed for them, consequently are good "REPEATERS." Will please your trade. Packed in counter display boxes of one dozen cartons. Sold retail at 25 cents a box of 50 tablets, and every box guaranteed. Your profit is liberal. Write for our dealer proposition and get some of the business.

Muncey Supply Co.

Muncey, Ont.

WATSON & TRUESDALE

120 Lombard Street

Winnipeg

Distributors for Canadian North-West

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

PUGSLEY, DINGMAN & CO., LTD.
JOHN TAYLOR & CO., LTD.
The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

F. D. COCKBURN CO

Grocery Brokers
Manufacturers' Agents WINNIPEG.

MANUFACTURERS:

Do you require first class representation? Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers
402 Chamber of Commerce
Winnipeg - - Manitoba

Tell them where you saw their advt.

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents. 149 Notre Dame Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

C. & J. JONES
WINNIPEG - VANCOUVER

Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS, MANFS. AGENTS, GROCERY, DRUG AND CONFECTIONERY SPECIALTIES

WHOLESALE GROCERY BROKERS

Manufacturers' Agents Commission Merchants

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne Ave. E., Winnipeg, Can.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents,

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG
Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Headquarters for
Evaporated Apples
In Gallons
and Beans
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

ENGLAND

R. D. STOREY & CO.
Manufacturers' Agents
and Importers
4 Brunner Road, Ealing, W.
London, England
We can make a big success of your agency, now or after the war. Write us. Good bank reference.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

TO

Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. This directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.25 per insertion. For quarter column for the same time the cost is $2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties,
MONTREAL TORONTO

QUEBEC
Complete Trade Connection.
JOHN E TURTON
Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.
GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Oats—Peas—Beans—Etc.
Handled in any quantities to best advantage by
J. R. GENEST
Wholesale Grain, Flour, Feed and Provision Merchant
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

DO YOU WANT TO BUY A BUSINESS? SEE PAGE 63

Let Canadian Grocer—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Canadian Grocer frequently to fill your needs. It will pay you.

Higher Costs Call for Greater Protection

The cost of everything the packer of jam uses has increased to a great extent.

Now less than ever before can he afford to be indifferent to the condition in which his goods reach the trade.

Anchor Caps on your jams and jellies mean the most perfect protection obtainable. Anchor Caps mean that your goods reach the retailer in the same condition they left your factory, and that they will retain their freshness and flavor under the most difficult conditions.

The retailer has confidence in goods sealed with Anchor Caps. He knows they mean satisfied customers and put a stop to costly and troublesome returns.

Your sales will be easier, your profits greater and your returns from leakers and mould less when you seal your pack under Anchor Caps.

Have you seen our new C. style seal, our latest refinement of perfection?

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

A Lifesaver!

With profits on many other lines cut to the bone, many dealers are concentrating on LIQUID VENEER, paying them 72% *Profit* on their investment and retailing at the same old prices, 25c and 50c.

Now is the time, with our big advertising campaign in full swing, for YOU to get your share. Shove LIQUID VENEER to the front.

Buffalo Specialty Co., Buffalo, N.Y.
Bridgeburg, Ont.

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from slivers and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.

WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

Made-in-Canada by the All-Canadian Condensed Milk Company.

Not excelled anywhere

On the question of deliciousness and satisfaction-giving you will find it hard to equal Malcolm Milk Products and impossible to excel them. It is this delicious purity that has made the Malcolm lines such splendid quick sellers and such certain customer pleasers.

Dealers handling Malcolm's know what quick movers they are and the value of the repeats they produce.

Have you yet to realize what Malcolm popularity means? If so, write us to-day.

5-case lots delivered to any point in Ontario, Quebec or the Maritimes. Freight paid up up to 50c per 100 lbs.

THE MALCOLM CONDENSING CO., LIMITED

The All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

Particularly delicious and very saleable

CHICKEN A LA KING

Blue Seal Brand

Everyone of your customers will appreciate this wholesome and economical food. The cans are attractively labeled, making nice displays easy and always resultful.

Chicken a la King is a big repeater. Try it.

E. W. Jeffress, Limited

WALKERVILLE, ONT.

Century Salt

Best for Table or Dairy use

Pure, even crystals refined and packed with a degree of care that guarantees a quality unsurpassed —this is what the word "Century" signifies where salt is concerned.

Number yourself among the progressive dealers who are constantly displaying and pushing Century—the salt that satisfies.

At your wholesalers or direct from

THE DOMINION SALT Co. Limited

SARNIA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.] **Hamilton**

In stock Extra Choice Morris' Margarine

Quality strictly high-class.

Bristol, Somerville & Co.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

We manufacture the highest grade

CANNING BOXES

in Canada

Write for prices.

W. C. Edwards & Co., Limited

OTTAWA, ONTARIO

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. **Montreal**—Geo. Hodge & Sons, Limited. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.

Furnivall's Jams are dependable sellers because their goodness appeals to the most particular people. Repeats are sure with Furnivall's. Are you selling them?

FURNIVALL-NEW, Limited

Hamilton Canada

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

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YOU can help your customers to economize by drawing their attention to ***Tartarine*** *(Registered)* which is guaranteed equal to cream of tartar for every baking purpose and conforms to all pure food laws. Tartarine costs less than $\frac{1}{3}$ the price of cream of tartar.

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EGG POWDER

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One tin, retailing @ 25 cents, does the work of 2 dozen eggs.

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For information on practically every article handled by the grocery trade is given in such a manner that it is never forgotten. Contains a complete food dictionary in five languages: English, French, German, Italian and Swedish.

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It cost $50,000 to produce and contains 748 pages on 1200 subjects, with 500 illustrations, 80 full-page color plates, printed on heavy calendered paper, and bound in strong buckram to withstand hard usage. The cost is comparatively small for such a comprehensive volume.

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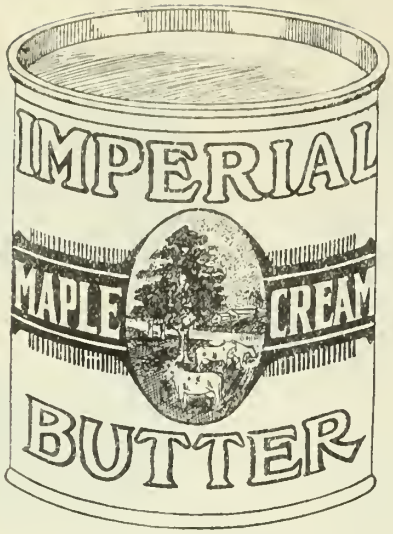

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Its quality will keep orders repeating regularly, therefore it's to your interest to keep a stock displayed.

We guarantee prompt shipment.
Our prices are right.

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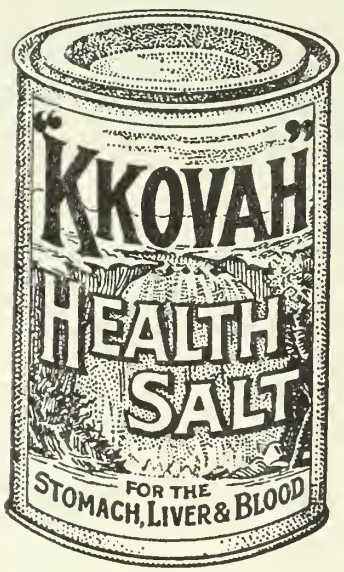

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make a profitable side-line for the wide-awake grocer who is on the look-out for steady sellers that occupy small space. Takes little capital and makes satisfied customers for the store.

Write to-day for price list and further information.

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TORONTO, ONT.

Enquiry Department

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WINE MEASURE AS IT AFFECTS SALE OF GEM JARS

Does the law respecting the wine measure have any effect on the sale of gem jars, wine measure?

W. W. Templeman,
Lovering, Ont.

Answer.—The law regarding wine measure operates only against goods sold under this standard where the contents purchased would be less than the purchaser has a right to expect. Any sized container can be sold as long as it does not purport to be something that it is not. The law does not prevent selling a wine quart as long as it is not described as a quart. It is perfectly legal to sell these gem jars.

SELLING FLOUR IN BULK

Is there any law against selling farmers and others in the country a five pound bag of flour or more at one time? It has been the custom here for thirty years to do so.

W. Hay,
Falkenburg Station, Ont.

Answer.—There is no law prohibiting the sale of flour in any quantities in which the merchant may be able to sell it.

COUPON AGENTS

Can you give me the name and address of a reliable coupon premium agent operating in the Western provinces?

—— Saskatoon, Sask.

Answer.—Under the Trading Stamp Act of Canada so many of these coupon schemes are actually illegal and liable to get the merchant into difficulties that we hesitate to suggest any names. If you have any such agent in mind send us copies of the literature sent out and we will be glad to advise you whether or no it is within the law.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

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And Here's the Paste

NOBBY BROWN PASTE—For all shades of brown shoes. Once you put this paste in stock, you'll be like everybody else who has ordered it —you'll repeat on it.

For red or oxblood there's the same size package of PEERLESS OXBLOOD PASTE.

RUSSET—2 Sizes

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"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
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WHITE—2 Sizes

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Ask your Jobber's Salesman for Complete Catalogue with Prices, or write us at Boston, Mass., U.S.A.

CANADIAN GROCER

Vol. XXXII. TORONTO, MARCH 29, 1918 No. 13

More Maple Products This Year

The Tree That Supplies Canada's National Emblem Must Help Win the War in 1918 by Helping Out Sugar Shortage—The Grocer Can Help Also in This Connection by Encouraging Use of Maple Product

Written for Canadian Grocer by Norman Mackintosh.

SHORTAGE of cane sugar has encouraged the maple industry of Canada to greater productive effort. From the Food Control Department word went forth to the maple sugar and syrup makers that all the maple product they could make would be fully required in 1918. High prices have prevailed during the past year for maple sugar and syrup, and this has also had an encouraging effect. Even at the high prices prevailing the demand for maple products has been sufficient to reduce stocks to the vanishing point, and the 1918 season opens with very little old crop sugar or syrup to be found anywhere, and none that has had to seek a market. Even the blackest and strongest maple sugar made last season found buyers, and the No. 1 pure product sold like wildfire.

Emphasis on Production

Emphasis is laid this year on production in the maple sugar and syrup industry. This is in line with the whole spirit of the times. Food will win the war. Sugar is a food of high energy-producing value. Sugar is a fighter's food. The demand for maple sugar for the soldiers at the front has been immense. Big orders have been filled for the Y.M.C.A. supply depots by one of the largest firms in the maple product business in Montreal, and as a result of the widespread introduction of Canadian pure maple product in this way into France and England a much larger demand for maple sugar and syrup is developing over there than ever existed before. At the same time the stimulus to production of maple product this season is for home consumption—to help out the sugar shortage. Human beings need sugar to sustain life. Maple sugar is as fine a sugar as any consumer could wish for. There is nothing to prevent the use of maple sugar for every purpose to which refined cane sugar is used. Maple sugar can be refined to the same whiteness if desired, and even the characteristic maple flavor can be removed. This, however, is something which so far has been considered an essential feature in favor of pure maple sugar as a confection and something which has even been deliberately imitated in the various substitutes for the pure article against which retailers and the Government are on their guard. But the fact that maple sugar can be made white and exactly like cane sugar is much honester and more patriotic to Canada than the fact that cane sugar can be made of the same tint and flavor as maple product by the use of adulterants.

Millions in Maple Industry

There is an opportunity this maple season for the retail dealer throughout Canada to do much towards the development of an important and very valuable industry for Canada, an industry which means the circulation in the Dominion of millions of dollars. The maple industry means more to Canadian business than this. It means the bringing into Canada of millions of dollars eventually, for maple product is a very exportable commodity, much in demand throughout the world, and Canada has virtually a monopoly of this delicacy and nourishing sugar food. Thus by encouraging the demand for maple sugar and maple syrup, and especially by cultivating the public taste for the pure all-Canadian article, every retailer in Canada can help develop the maple industry which is so essentially Canadian, and such an economic asset to the Dominion.

An Economic Asset

As pointed out only the other week in the *Financial Post*, the value of the Canadian dollar on exchange basis in the United States requires to be increased by the placing of American munition orders in Canada. There is a big United States demand for Canadian maple product, and the stimulation of the maple industry will have a healthy economic effect on exchange between Canada and the United States just the same as Canadian munition work for the United States. The main thing in getting international exchange right is to have a healthy trade balance—to have something to produce which the other country wants to buy. Maple product very perfectly fits in with that in the trade relations between Canada and the United States.

Much Room for Production

Production of everything eatable that Canada can produce is the watchword to-day. There is much room for more production of maple product. Millions of potential dollars, tons and tons of nourishing, energy-producing sugar food, and immense amounts of valuable natural resources of Canada are wasting every year in unworked sugar bushes. This is to say nothing of the waste that goes on in the sugar bushes that are worked. As a matter of fact the maple industry of Canada is still in its infancy, and the ever-increasing need of foodstuffs on the part of a hungry world will bring this particular industry before long to a vastly greater efficiency.

There are miles upon miles of maple bush throughout the province of Quebec and in Ontario also which are totally untapped. These sugar-maple trees would not be in existence to-day if maple lumber would float, but fortunately maple wood does not float, and therefore logging operations spared the sugar maple resources of Canada. Now with the growing need for foodstuffs sugar farming enterprise has its opportunity in these untapped sugar bushes. There are millions of trees. As they become accessible through the advance of civilization by force of need for greater production they will yield maple product and its money value to Canada which to-day are untouched. No fewer than 35,000 sugar bushes are known of in Quebec province alone, and in other provinces there are some 20,000 more. These are bushes that are "tapable." Millions of maple trees remain more or less out of reach, but making sap every season all the same.

Millions of Dollars in It

In 1916 the province of Quebec made by the maple harvest $3,000,000 for Canada; this could be increased by several millions more. The stimulus given by the needs of the present year for sugar will increase the output of maple product this season. The encouragement of the Food Control Board will help. The retailer can help further in the manner indicated.

W. F. O'Connor Favors Wrapped Bread

Report on Bread Situation Objects to Action of Canada Food Board in Prohibiting Wrapped Bread — Windsor and Other Centres Protest Sale of Unwrapped Bread

THAT the regulation prohibiting the wrapping of bread conduces to waste and contributes to the high cost of living is contended in the January report of W. F. O'Connor, Cost of Living Commissioner on the cost of bread produced in the larger cities of Canada. The examination covering twenty-three cities and groups of cities shows that the cost of producing bread in January as compared with the previous month was practically stationary.

Records show that two or three cities in Canada have registered objection to the action of the Canada Food Board in prohibiting the sale of wrapped bread. A resolution has been adopted by the Border City's R. M. A. representing the city of Windsor, Sandwich and Walkerville, Ont., calling upon the Food Controller to give his reason for this regulation. Bakers declare that the return to the system of handling bread which has no outward protection is practically inviting disease. Many persons prefer, so it is said, to pay an extra cent for their bread rather than run the risk of contamination.

It is also pointed out that unwrapped bread dries much more rapidly and is consequently more likely to become wasted than bread properly encased in waxed paper.

W. F. O'Connor concludes his lengthy report on this subject as follows:

"Since I issued my last statement concerning Canadian bread conditions, the Canada Food Board has put into force a regulation which prohibits the wrapping of bread. This regulation, whether or not sought by the bakers, was welcomed by them and they seem quite content therewith, but in my judgment (admittedly fallible) it conduces to waste and contributes to make higher yet the cost of living. I therefore respectfully suggest that it should be rescinded. If the object of its being made was the reduction of the cost of bread to the consumer (I was not consulted so I do not know) that object has already signally failed. Some bakers have raised their prices. I know of none who has reduced them.

"If the object was the prevention of waste that object has worse than failed, for the evil of waste has been accentuated. The wrapped loaf keeps fresh and sweet at least forty-eight hours longer than does the unwrapped loaf. All stale bread does not go to waste, but a very much larger percentage of stale bread than fresh bread goes to waste. As the unwrapped bread goes stale much new fresh bread is bought to replace it The baker does not object, but, apart from the matter of conservation, all this costs the consumer more money.

"Meanwhile, not standing on hard-earned provincial sanitary laws, the one article necessarily and universally used at our tables is delivered there under conditions which we have been taught to regard with disquietude if not with disgust. I submit that sanitary precautions are worth paying for. The sanitary requirements which surround the supplying of meat and milk add very materially to their cost, but these laws remain unimpaired. Why favor one more species of bacteria? Let us have them all. Why clean meat or milk, but dirty bread? Why not dirty water as well? Thus could we save money and conserve supplies. Water systems receive anti-typhoid treatment at all times, while a baker's driver who happens to be a 'typhoid carrier' may infect a thousand loaves of bread per day. I refrain from imagining various other possibilities, they come all too easily to one's mind, but in view of the fact that the house fly will soon be abroad in the land, I suggest that at least those who wish to purchase wrapped bread should be at liberty to do so, whether or not the wrapping of all bread is again made compulsory.

"I think, however, that wrapping should be made compulsory. I think so, as I may lawfully and properly think, and think in this open fashion, because wrapped bread costs less than unwrapped bread. With such matters I am directly concerned."

There is a Standard Price on Bran and Shorts

Much Uncertainty Among the Trade on This Important Matter —The Price of Bran and Shorts Outlined, Also the Later Order Dealing With the Handling Profit Permitted

THERE seems to be a very considerable uncertainty on this matter, and a goodly number of merchants appear still to be unaware of the regulations regarding this question. From a Northern Ontario merchant the following letter has been received:

"I am informed that there is a price set for the retailing of bran and shorts. I am not aware of any; however, a man buys two bags of bran at $2.10, gets a bill for it and then tells the clerk that we are open to a fine of $500. Can this be possible?"

The standard price for shorts is $29.50 and for bran $24.50 a ton on a Fort William basis. For points east of Fort William, it is permitted to add $6.30 for bags and bagging, and under the new rate $4.60 a ton for freight, which makes the standard price for bran $35.40 and for shorts $40.40. Moreover, the handling charges are regulated by order No. 14 which reads as follows:

"That the amount which may be charged for bran and shorts from and after the nineteenth day of January, 1918, shall not be greater than is hereinafter set forth, namely:

"By dealers distributing ex-warehouses or premises to consumers, not more than 10c per bag of 100 pounds may be added to the cost (as set forth in Order No. 5 issued on 17th December, 1917), at the railway station where dealer takes delivery.

"Where delivery is ex-car by the purchaser from the dealer, not more than 5 cents per bag of 100 pounds may be added to the cost at the dealer's railway station.

"Where the miller sells at the mill direct to the consumer, in quantity or quantities less than 10 ton lots, not more than 5 cents per bag of 100 pounds shall be added to the price at which the miller is permitted to sell under Order No. 5.

"Where, however, the purchaser brings bags to the mill and such bags are filled at the mill, then not more than $2.00 per ton shall be added to the price of bran and shorts in bulk, as directed by Order No. 5."

These regulations are of the most vital importance to the dealer in these commodities. There are many orders now published on many subjects dealing with the handling of food. Practically all these have appeared in CANADIAN GROCER. The merchant would be well advised to keep the copies in which these regulations appear for future reference, as by so doing he may save himself from serious difficulties.

INCREASED VALUE OF FISH CATCH

Canada's production of fish for the last fiscal year, according to the annual report of the Fisheries branch of the Department of Marine and Fisheries just issued, was valued at $39,208,378, an increase of $3,347,670, as compared with the previous year. There was an increase in the value of the catch in all the provinces with the exception of Ontario, where smaller catches of trout, whitefish, pike and pickerel resulted in a decrease of over half a million dollars. As usual salmon heads the list in value, with a total of $10,882,431.

OPPOSES FOOD TRADE LICENSES

Mayor Todd and aldermen of the Victoria, B.C., city council have made representations to Dr. S. F. Tolmie, M.P., to lodge an objection to the plan of the board of food control in the matter of trade licenses. It is contended that the plan to collect license fees from dealers might create a dangerous precedent and that the object of the Food Board was to control the distribution of food and not to collect revenue.

A special drive is being made by various women's patriotic societies in New Brunswick to secure as much as possible of the maple sugar crop of the province for the overseas soldiers.

May Standardize Size of Macaroni Package

Persistent Rumor to the Effect That a Standard One-pound Package Will be Made Imperative — Market on Macaroni Products Exceptionally Strong

THERE is a rumor current in wholesale circles that there is the possibility of the Canadian Food Board taking up the matter of standardizing the size of the macaroni package. At present this product is sold in a variety of sizes that vary all the way from 8 to 16 ounces. If the regulation that is hinted at were to become effective, it would do away with everything but the 16-oz. size.

Of course if any such action were taken the merchant would be given ample time to dispose of packages in other sizes. The idea apparently is that the multitude of sizes is a disturbing element in the business, as there is no definite standard either for buying or selling. While there is nothing but a rumor to work on at the present time, there is a feeling that some such action might not be ill-timed, providing that ample time were given to dispose of stocks and materials of other sizes.

There is an exceptionally strong feeling in the macaroni market at the present time. The American export embargo on the product has affected the market in a measure, but more than that the higher wheat prices have had a tendency to put a materially stronger feeling into the market. As a result of these conditions there is a strong possibility that there may be an advance in this product in the not very distant future.

NO GENERAL INCREASE IN SOAP PRICES EXPECTED

Large Soap Interests Feel that Price Is High Enough, and Do Not Anticipate Advances

There has been a general feeling that another increase in the price of soaps was well within the realms of possibility. J. E. Ganong, president of Lever Brothers, however, when questioned as to the likelihood of any advance, stated that they had none in contemplation, and moreover they did not think that at the present moment there was any need for advanced prices. There had been no material change in the raw material situation of late of sufficient moment to warrant increased prices and it was not likely that any change would take place, despite the fact that one manufacturer had made a slight advance in one of their lines. There was the possibility of some slight changes in toilet soaps, Mr. Ganong continued, but this would be in the nature of a redistribution of costs that might have a very slight effect on prices. The reason for this was merely that the quarterly investigation into the costs of manufacture might necessitate some slight variations in prices, but nothing that could be described as a price increase under the uncertain market conditions that are the rule at the present. Conditions might arise any day that might make increases necessary. But we know of nothing of the kind at the moment, nor do we expect anything of the kind, and we have not considered the question of increasing prices at the present time.

VEGETABLES AND EGGS BY WEIGHT

Sir George Foster, Minister of Trade and Commerce, has given notice of his bill to provide that vegetables may be sold by the pound and that a dozen eggs must weigh not less than a pound and a half. Control of the importation of goods into Canada is also provided for.

MUST NOT REQUIRE PURCHASE OF FLOUR

Millers throughout Canada have been warned that their licenses will be in danger of cancellation if they continue to insist as a condition in the shipment of feed for stock that flour also be purchased. The Canada Food Board has taken up this question with the Millers' Committee and a circular letter has been sent to all millers.

The handsome interior of the J. A. Debien Store, Park Avenue, Montreal. Note the fine fruit display that is always a feature of the store's trade. An account of the activity of the store appears in the Produce Department.

Many Views on Daylight Saving

Grocers from Coast to Coast Discuss the Effect of a Possible Daylight Saving Measure —Opinions About Equally Divided For and Against—Some Interesting Arguments Raised

WITH the signature last week of the President of the United States being set to the American Daylight Saving Bill that measure became a law in that country and on the last Sunday in March the clocks will be set forward one hour, and will remain so till the last Sunday in October, when they will be moved back again. By this measure there has been added another hour of daylight for work or recreation.

At the present time a Daylight Saving measure is before the Canadian Parliament and there is every indication that within the course of the next few weeks it will become effective. With this accomplished Canada will be in line with those other countries that have adopted this system—England, the United States and Newfoundland. Thus the greatest argument that has been urged against the system, its tendency to disorganize business through variable time conditions, is now an argument that must be used in favor of the bill rather than against it.

The Hon. John Anderson, general importer of St. John's, Nfld., who was the father of the Newfoundland Daylight Saving Bill, writes to THE CANADIAN GROCER regarding this matter as follows:

"From 1907 to the present time I have been a strong advocate of the scheme for the United States, Canada and Newfoundland. I shall look forward with pleasure to see it put into operation in the Dominion of Canada and United States this summer. For ten years I have been waiting to hear an argument against it.

"The Daylight Saving Bill for the British Isles will begin this year on the 24th March, and continue until the 29th September.

"Wishing you every success in your efforts to win more daylight, which means sunlight and fresh air for the people of your great country.

"Before the first April issue of your journal I hope the Federal Government of Canada will have passed the bill."

In view of the fact that this legislation would probably become effective in Canada this year, CANADIAN GROCER made some enquiries as to the opinions of merchants in various parts of the country as to the way it would affect them in the operation of their business.

The burden of opinion is pretty evenly divided between those who strongly champion the proposed change and those who are averse to the suggestion. It is to be noted, however, that, with the exception of one or two who feel that the farmers will be handicapped in shopping during the evening, nearly all those who object to the scheme are laboring under some misapprehension as to its scope. The law has been already passed in the States and if it is passed in Canada it will be universal for this part of the continent. It will affect all railways, post offices, public offices of every kind, schools, churches, etc. One correspondent states that they have reverted to the old time in Great Britain. They only reverted to it for the winter, as we should do. It was so successful there last year that it is being adopted again this year.

These are the opinions of our readers on this important question:

W. W. Paynter, North Rustic, P.E.I.—"I don't think it would make any great difference to us, but if it would help the Allies out, go to it!"

Tignish Trading Company, Tignish, P.E.I.—"I do not think that any benefit would result to business nor any hardship accrue."

W. T. Browners, Bedeque, P.E.I.—"My opinion is that the saving of oil and light and fuel, especially in the winter months, would mean quite an economy."

The scheme is for summer not for winter.—Ed.

A. T. Morrison, Shippegan, N.B.—"The change would not afford any advantage in this section, nor would it be favored by our clerks. In a fishing section such as this the fishermen always begin work at daylight anyway."

A. A. Steewes, Dorchester, N.B.—"I do not think it would make any difference to business, but it would give me more time to work around my garden, or do anything else that I might wish to do."

Otto Hildebrand, Doaktown, N.B.—"I expect that the change will come in the United States and Canada should follow. It should affect many economies."

W. G. Palmer, Sarnia, Ont.—"The change is strongly favored by my clerks. For myself I cannot see what possible objection there can be to the scheme, and it would give me an hour more of daylight every day to devote to other affairs."

C. H. Crawford, Ingersoll, Ont.—"I do not think that the change would have any effect on my business."

Henry Widdifield, Cedar Valley, Ont.—Is not one of those who favors the scheme. He opines that it is "no good" for business. "I think," he continues, "that if people would use their time and money for something else of use, God would look after the daylight."

W. H. Buckley, Niagara Falls, Ont.—"The clerks are satisfied. It will mean longer evenings for them. It is a splendid idea."

A. W. McFaul, Owen Sound, Ont.—"There will still be the same number of hours from sunrise to sunset that have always prevailed. No legislation can produce more daylight in any given day and as far as I have been able to observe the majority of workers find seven o'clock about as early as they can get to their place of work or business."

B. F. Brown, Collingwood, Ont.—"It looks good to me from every standpoint and should be tested out. That is the only way to find out if it has advantages."

J. B. English Co., Plattsville, Ont.—"I think that business will be about the same. But I fail to see any great advantage from the change."

W. R. Dawson, Inwood, Ont.—"I cannot see that it would be of benefit, and do not think that such a change would be a good move."

A Concrete Objection

J. R. Roper, Milton, Ont.—"It would cause me to work later hours. In a farming community such as this the farmers work until dark and would come to town later at night, causing the merchants to keep open that much longer."

J. McFee, Appin, Ont.—"I am not in favor of the move. Confusion would no doubt result from such a change."

Reine Bros., Wellesley, Ont.—"I am not in favor of the change. It is not desirable unless universally adopted."

J. M. Bannister, Delhi, Ont.—"I am not in favor of this change. If there is any difference I would stand to lose. It's simply a fad. Nothing to be gained that I can see. We would only be trying to deceive ourselves."

J. J. Casey, La Salette, Ont.—"I have a post office and would consequently be open all the time anyway."

A Money Saving

W. T. Harris and Co., Owen Sound, Ont.—"I am in favor of it if the railways change their time accordingly. Our business would benefit. We would save in electric light $75 a year."

A. Graham, Moffatt, Ont.—"I think the change would hurt far more than it would help, and I do not see how anyone could profit by it. It would hurt me very much as I do a lot of business after night fall as in the country the farmers cannot go to the store till night as they have their work to do in the day time. I think it absurd to try to get such a law passed. I earnestly hope that the effort may not succeed."

P. H. Copeland, Huttonville, Ont.—"I don't see as yet how any change would better things. Take from now on (Feb. 23), it is daylight enough from 7 or 8 o'clock a.m. until 6 p.m. or 7 p.m. for anyone to do enough business. I know

I can satisfy myself from 7 a.m. till 7 p.m. or so."

W. A. Birdsall, Sarnia, Ont.—"I am in favor of the proposed change. It will induce early shopping on the part of the people."

Wm. Beatty and Co., Ltd., Parry Sound, Ont.—"The change wouldn't affect business at all and it would leave more time in the evenings for recreation."

Hinds Bros., Barrie, Ont.—"I am in favor of the proposal. We would be expecting to get away earlier, and would put more energy into our efforts. We should at least try the change for one summer. It would make very little difference to some merchants who open about 6.30 a.m. and remain open to about 11 p.m., till you would think they had lost their door key."

T. A. Keyes, Colebrooke, Ont.—"Why change the clock? I know my clerks would be satisfied to come on one hour earlier during the summer if they are let off an hour earlier. It would mean a longer day for the business man as we could not get closed earlier unless there is a law passed to force all stores to close at six or seven. Country or town stores are kept open late, so I claim the merchant who has to open at six o'clock a.m. and stays open till 10 o'clock at night has a dog's life. I am in favor of a law making compulsory closing at a right hour."

Luxford Bros., Walkerville, Ont.—"At an earlier date we had sun time with Detroit. This was true at noon a few miles east of here and we think that the sun is a pretty good old clock. Detroit then went back to Central Standard to agree with the rest of the state, and we adopted Eastern Standard to fall in line with Ontario time. Detroit after a great hub-bub about it decided Eastern Standard was the proper ticket. It is very inconvenient here on the border to have a different time from that over the river or from the rest of the province and we hope that there will not be any change made. Personally we do not mind going to bed in the dark, but we do not like getting up in it."

George O. Werrett, Simcoe, Ont.—"I would favor it if it were universal in the United States and Canada. I cannot see how it would affect business one way or the other. Our clerks would certainly approve of the change."

W. Hern, Goderich, Ont.—"If the plan is putting the clock forward one hour, making it one hour or so earlier, opening and closing one hour or so earlier, I am not in favor of it."

Fuller Bros., Arkona, Ont.—"We cannot see where there would be anything gained by making the change and on the other hand it would be likely to cause a lot of trouble. We notice in England where they tried the experiment, they have gone back to the old system."

W. W. Hill, Lucknow, Ont.—"I am in favor of the move."

L. H. Fackrell, Port Robinson, Ont.—"I am in favor of daylight saving, and think if there was a stated time for stores to open and close, say eleven hours a day excepting Saturdays, it would be a success. That would give the farmer a reasonable time to be able to get his shopping done. If the clock was put back one hour and the stores opened at 7 a.m. and closed at 6 p.m. I think that the clerks would also be better pleased. You will always notice that the more hours a store is open the later the customers are in doing their shopping. If all stores close and open at the same time I think there will be a gain and not any loss for any of them."

A. Sweet, Winchester, Ont.—"I would not favor daylight saving unless it took in a large area. Then I think it would be a good thing all around."

J. L. Gerow, Rossmore, Ont.—"I personally believe it to be one of the best of measures."

T. Hockin Co., Ltd., Dutton, Ont.—"I am not in favor of a change. The farmers believe the present system more convenient for them, and our clerks prefer a half-holiday weekly. The change would cause confusion unless railways, churches, schools and post offices adopted the same measure."

Anderson and Austin, Haliburton, Ont.—"I am in favor of the movement. Cannot see any point objectionable. Any reasonable system of hours can be introduced in any business and operated successfully."

A. G. McDowell, Dunnville, Ont.—"Regarding daylight saving system, if it is put into effect all over the country I think it would work out o.k. I think the system would be fine as it would give every one an extra hour in the evening to do any outside work he might wish to do. I can not see where it would affect business in the least as everyone would be in the same position and the people would have the same time to do their trading as before. So move old Ben ahead one hour on a certain date and everything will be fine. Make it plain that it applies to all."

Roy V. Hoshal, Cayuga, Ont.—"I am not in favor of the change. It will make no difference to our grocery business but will cut our ice cream trade at night."

A. C. Tummon, Selby, Ont.—"I do not think the scheme would affect our business."

T. H. Wigel, Ruthven, Ont.—"I think if it is universally applied it will be a grand scheme for everyone concerned. It would be a saving of both light and fuel, but as to being beneficial to my business I couldn't state until the scheme was tried and fully worked out, but if the farmers got used to it I think it would be a benefit to them same as the rural route system."

Of Benefit to Health

Hugh Fraser and Son, Winchester, Ont.—"We are in favor of the move. If universally adopted, the plan, as far as we can see, should not affect the grocery trade, or in fact any line of business, and would tend to promote better health among those who are confined to offices, shops, factories, etc., during the day."

J. Clarke Bradley, Niagara Falls, Ont.—"I am strongly in favor of the move. I think too that it would affect business favorably. We would get an hour's earlier start in the morning, which is worth two in the afternoon."

A. McGillivray, Brechin, Ont.—"I am not in favor of such a system for the following reasons: (1) I am doing business entirely with farmers and they are up now as early as is possible to work, and in haying and harvest time the heavy dews keep the farmers from their work until the sun is well up, then they must work in the evening. Then, if they wish to do any business with early closing they can't do it, and as farm work and food production is all important I am against anything that might embarrass the farmer or cause him to think the city fellows had the better of him. (2) I believe no local system will be a success; in order to be useful it would have to be national, and international would be better. Oh, yes, our clerks would like the getting off earlier in the evening, but I am doubtful about their liking the morning stunt."

Mawhinney and Co., Burks Falls, Ont.—"We are not in favor of the proposal. If the idea is to stimulate food production the clock should be turned the other way, as the morning is the proper time for gardening. If more joy riding and pleasure seeking is the object in view, just change the clock as proposed and the scheme will prove a huge success."

W. Hanna & Co., Port Carling, Ont.—"We are in favor of the proposal, if it is general, taking in railways, post office, and all lines of business. Our summer business is largely with the cottagers, and much of it is done in the evening when they come in to meet the boats and get their mail and supplies. If the train and boat times were not changed, too, it would hurt our business. We think our clerks would favor it as it would give them a longer evening to get out on the lake, etc. Generally speaking, we think the change would be a wise one providing it was general all over the country. It would then really save daylight and benefit all classes in health, wealth and happiness."

W. H. Gillard and Co., Sault Ste. Marie, Ont.—"We favor the proposal. It would give better results from clerks who believe in utilizing the whole of the daylight."

J. M. Sanderson, Northport, Ont.—"I am not in favor of the change."

Why Favor the Vegetable Kingdom?

H. C. Pilley, North Bay, Ont.—"I am certainly in favor of the proposal. It should help production, which is of vital importance. If daylight is good for the vegetable kingdom it is also good for us."

Alf. Ducharme, Renfrew, Ont., replies tersely: "Leave well enough alone."

John McCorvie and Son, Chatham, Ont.—"We favor the daylight saving plan. For one thing it would mean that all

the homes in Canada would use one hour's less electricity. Also it would mean one extra hour in the garden now when production is so all important."

H. Mundy, Wingham, Ont.—"We believe it is a wise proposal. The great saving of artificial light must be a wise move.' '

C. B. Johnson, Port Bruce, Ont.—"I do not favor any change. I see no great benefit, and it causes great confusion to the travelling public by conflicting with the railroad time."

Wm. L. Leeson, Merritton, Ont.—"It should encourage food production and conserve electric power for factories."

A. J. B. Sammin, Swastika, Ont.—"I would certainly be in favor of daylight saving as I have already begun this saving for over a year past, and I find that I am not losing much by it, even if there are two opposition stores in our town, as my customers get accustomed to my closing early and they come to do their shopping through the day. I have been grinding here as our neighbor's store keeps open from 6 a.m. to 10 p.m. and sometimes 11 p.m., and after the war had started, clerks being hard to get and wanting such big pay, I found it was almost impossible to keep it up, and for over a year back I have set an hour for business from 8 a.m. to 8 p.m., and by shortening hours I could do my business with less help and in the summer I don't have to use any lights. It would be a blessing if all storekeepers would shorten hours of business as we storekeepers are worse than common laborers; they work eight hours a day and we work 16 hours, and especially if they would keep their stores closed on Sunday, which is a practice here in the North."

C. F. Schutt, Schutt, Ont.—"We do not see that the change would do any good."

McQuakers, Ltd., Owen Sound, Ont.—"As far as we can see no particular advantage would come from the proposed change."

A Still More Drastic Suggestion

F. W. Christianson, Port Arthur, Ont.—"Yes, we favor the proposal. We would favor also a proposal to compel all stores to close two afternoons during each week or at least one, and no delivery to be allowed after 1 p.m. The consumer will listen to this if carried out to the letter. Anticipating the result of non-production we should not hesitate to accede to the trifling time set apart in aid of production. Even if everyone did aid in the work of food production a large percentage of the people would certainly help in that way."

D'Arcy Ellis, Creighton Mines, Ont.—"I am strongly in favor of the proposal. By getting an early start we would be able to get the bulk of the work done before the heat of the day."

John A. Fraser, Ltd., Quesnel, B.C.—"I see no wisdom in the proposed change. Anyone can get up an hour earlier if they want to."

The excise collections on tobacco and cigars for the month of February, 1918, for Kingston, Ont., were: cigars ex. factory, $306.00; cigars ex warehouse $244.50; raw leaf tobacco $608.16.

INVADES THE U. S. MARKET

Canadian Firm Opens Offices in New York City

Harold F. Ritchie & Co., Ltd., manufacturers' agents, Toronto, have been incorporated under the laws of New York State under name of Harold F. Ritchie & Co., Inc. Offices have been opened at 171 Madison Ave., New York City, one block from the Waldorf Hotel.

Business methods adopted are along similar lines to those used in Canada; that is, they will work closely with the wholesale grocers and druggists. To start with there will be twenty salesmen with headquarters in the main centres. The intention is to gradually add on assistants to these field managers.

The Harold F. Ritchie Co., Limited, Toronto, have acted as agents for a number of United States manufacturers, some of whom are now placing their business through this new United States organization. In some cases a number of the sales staff of these U. S. firms have been engaged by Harold F. Ritchie & Co., Inc.

D. C. Nixon has been appointed manager of the new company, and E. B. Thauburn will be in charge of the office. Both these men are Canadians. Just at present there is great difficulty in securing British goods on account of the embargoes. The Harold F. Ritchie Co. represents a number of these in Canada and as soon as Great Britain permits exports these will be marketed in the United States as well. The management aims at maintaining the business as much a Canadian business as possible.

Yes, Yes, Prices Are Fierce!

I WENT into the butcher shop to get a hunk of meat, for folks to keep their systems up are simply forced to eat, no matter if on certain days we've got to take a reef in all our notions and our likes for bacon strips and beef.

I wandered o'er that butcher shop and poked things small and big, and sorted over odds and ends that once had been a pig.

I gazed at bacon and at pork, made eyes at wiggly veal, and sauntered to the butcher man to try and strike a deal. He said he had a little roast that was caught fresh that day—he knew the price would be about as much as I could pay.

"It's 35 cents for an ounce, we won't sell by the pound since prices took a notion for to fly up from the ground.

"And here's a piece of T-bone steak, the value is a cinch, we're sellin' this line cheap just now at 60 cents an inch. Perhaps you'd like a pork chop, too, to serve up for your lunch, for one of them will make a meal for quite a healthy bunch.

"I have a sausage here just now, it really is a find, they're not a-makin' more just now of this particular kind. This one will cost you 80 cents, and price is sure to rise, for pork and collie dogs is scarce and awful small in size."

He led me over to a roast, "the thing is cheap," he said, and then he took his pencil out and sharpened up the lead, and figured on the floor a while, and then upon the wall, and likewise on his pair of cuffs in figures long and tall.

Strong words they was what passed between that butcher man and I, when I told him that his figures was most outrageous high.

Oh, send us back them grand old days of meat both fat and thin—with liver sellin' for a dime and dog bones thrown in.—ARK.

Large American Grocery Firm Indicted

Charged With Using False and Misleading Methods — These Methods an Exact Duplicate of Methods Employed by Consumers' Association, Windsor, Ont.

THE action of the American Federal Trade Commission in taking action against Sears, Roebuck and Co., Chicago, marks a step forward in the campaign against the practice of price cutting on standard products to deceive the public and injure competitors. How serious a matter this is is evidenced in Canada by the activities of the Consumers' Association of Windsor, Ont., which has adopted these practices to a large extent in their bid for business.

In the case of the Sears, Roebuck Company one of the charges is that they had circulated through the various states and territories advertisements "offering for sale to the general public of sugar at prices from three to four cents a pound, and that said advertisements are false and misleading, in that they cause customers and prospective customers to believe that respondent, because of large purchases of sugar and because of quick moving stock, is able to sell sugar at a price lower than others offering sugar for sale; whereas, in fact, respondent is selling said sugar at a loss, and its offer to so sell is limited to a definite quantity of sugar and is made only upon the express condition that certain specific amounts of other groceries be purchased therewith, for which respondent receives a price sufficient to give it a profit on the combined sale, including the sugar."

This method of business that has brought this large business house into difficulties is the identical method adopted by the Canadian activity referred to above.

The complaint also states that the advertisements of the company "are false and misleading, being calculated to lead the trade and general public to believe that respondent is selling its sugar at a price much lower than that of its competitors, and thereby imputing to its competitors the purpose of charging more than a fair price for their sugar."

They are also charged with attempting to destroy the trade of competitors and of stifling competition by selling certain of its merchandise at less than cost, on the express condition that the customer simultaneously purchase other merchandise upon which the respondent makes a profit.

The whole system that is under condemnation in this enquiry is duplicated in the operations of the Windsor concern. It is possible that somewhat similar action may be taken in this case before very long.

That Irrepressible Poultry Problem

Some Further Answers That Get the Same Results Though Reached by Different Routes

THE poultry problem answers continue to pour in. There are some interesting new methods demonstrated, therefore a few of the answers are reproduced herewith.

Manitoba Figures it This Way

I would like to know if there is a special way in getting at that question. Following is the answer:

88 chickens at 50 cents	$44.00
2 geese at $3.00	6.00
10 turkeys at $5.00	50.00
100 fowl.	$100.00

J. B. OBER.

Brandon, Man.

With the $100.00 I bought

2 geese at $3 each	$ 6.00
10 turkeys at $5 each	50.00
88 hens at 50c each	44.00
100	$100.00

ARCHIE SEELEY.

Douglas R. R. No. 2, Man.

Quebec Favors the Two Geese Method

Below you will find my solution:

88 hens at 50c	$44.00
2 geese at $3.00	6.00
10 turkeys at $5.00	50.00
100 fowl.	$100.00

B. D. MORRISON.
of D. Morrison & Son.

Rupert, Que.

Another Answer

I think the answer to the little problem in your last week's number would be 88 hens, 2 geese, 10 turkeys.

IRA EBY.

Horning's Mills, Ont.

Another Champion for the Turkeys

I enclose my answer to the problem: 88 hens, 2 geese, 10 turkeys, value $100.

A. E. JOHNSTON.

Ont.

A gentleman who signs himself with the portrait of a goose, but who otherwise leaves his identity unknown, gives his answer as

184 hens	$92.00
1 turkey	5.00
1 goose	3.00
	$100.00

Another Torontonian Kills the Two Birds With One Stone

I would work out solution to problem as follows: Let x be the number of chickens, y the number of geese, and z the number of turkeys. Then

$$\tfrac{1}{2}x + 3y + 5z = 100$$
Therefore $x + 6y + 10z = 200$
Also $x + y + z = 100$
By subtraction $5y + 9z = 100$
eliminating x.

Having only the two equations, instead of three, we must here do a little guesswork, or rather reasoning.

The total 5y being a multiple of 5, 9z must also be a multiple of 5. And as the only such numbers between 1 and 100 into which 9 will divide without remainder are 45 and 90, z must be either 5 or 10, which leaves y either 11 or 2 respectively, and x either 84 or 88.

The answer therefore is:

Chickens	84 or 88
Geese	11 or 2
Turkeys	5 or 10
	respectively.

M. R. S.

Toronto.

An Arithmetical Solution

If all the fowl were hens, then
$100 × .50 = $50.00
We paid
$100 — $50.00 = $50.00
more because instead of some of the hens we got turkeys and geese.
Each goose cost more than a hen:
$3.00 — .50 = $2.50
Each turkey cost more than a hen:
$5.00 — .50 = $4.50
The least common multiple of $4.50 and $2.50 is $22.50.
By dividing
$22.50 ÷ $4.50 = 5 turkeys
and we paid
$50.00 — $22.50 = $27.50 for the geese.
Therefore:
$27.50 ÷ $2.50 = 11 geese.
Result:

11 Geese	$33.00
5 Turkeys	25.00
84 Hens	42.00
100 Fowl	$100.00

GEO. SKULSKY,
Readlyn, Sask.

This is a very ingenious method of working it out without the use of algebra.

Carried a step further it will be seen that 45 is also a common multiple of $4.50 and $2.50, in which case the second result of 10 turkeys and 2 geese is arrived at.—Ed.

Correct replies were also received from N. T. Collette, California Assoc. Raisin Co., Calgary; W. F. Ellis, Owen Sound, Ont., and Alex. Milne, Campbellford, Ont.

Further answers to the oil question have been received from Frank Jones, Vancouver, B.C., and L. Choderkove, Edenwold, Sask.

Pointers re Turnover and Profit

It is Urged That Eliminating the Sales of Sugar and Bread and Similar Lines Would Not Materially Lessen Overhead Costs—Expense Ratio a Movable Figure That Varies Inversely to the Business Done

THE letter from "Grocer" of Sydney, N.S., in the last issue of CANADIAN GROCER, criticizing the article on a fair profit, affords the writer an opportunity of pressing home more forcefully the points he there endeavored to make clear.

Some of the points to which "Grocer" takes exception are but trivial, such for instance as his statement that 12c per pound for sugar would not show a profit of 25 per cent. but of 29 per cent. This is, of course, evident, but as a grocer cannot sell in fractions of a cent (11.38c. would show exactly 25 per cent. profit.) the 12c was taken as the lowest price chargeable which would cover the required 25 per cent.

Some points from his letter are, however, worth dealing with at length. He says:

> **"You cannot figure how much you are making or losing if you sell sugar at a gross profit of, say, 12 per cent. when your expenses are 20 per cent. and you do not get anything extra to make up for this on other lines.**

Expense Not Necessarily Always the Same

The answer to this is: If you really know your expenses on sugar are 20 per cent. and you are only making 12 per cent. you know you are losing 8 per cent. But the point is, how do you know your expenses are 20 per cent.? If they are 20 per cent. when you are selling 100 pounds a week, they are less when you are selling 500 pounds, and still less when you are selling 750 pounds. And again, even if you are losing, you are not losing because you are not charging enough; you are losing because you are not doing enough business. If a certain percentage of profit does not cover your cost of doing business, you must sell more—more sugar if you like—but not necessarily sugar; soap will do just as well as long as you make more sales, take in more money over the counter, so that, with no further expense, you may make greater profits and thus reduce your cost of doing business.

Get out of your head the idea that you have to make a fixed profit percentage on everything you sell, and get it into your head that you have got to do a certain volume of business to cover your expenses.

If you cannot make the full percentage profit on sugar, butter and eggs, make it up, by all means, on other lines, not by charging more for those other lines, however, but by selling more of them. "Grocer" questions the possibility of increasing the sales of sugar, but the probability is that, with those grocers who are taking the trouble to push its sale, their turnover of sugar is already of such volume that they would be fully justified in debiting that commodity with a less percentage of overhead expenses than they allot to their other sales. If, however, a retailer looks at the matter in the same light as "Grocer" appears to regard it and considers he is selling sugar at a loss and that the business is of no use to him, he is probably allowing the department store or his competitor who looks at the matter in a broader light to annex his share of the sugar trade. It was this very attitude on the part of a large number of grocers which was combated in the original article. If the grocer looks at it in a sensible light he will see that, although it does not give him a big profit, still while he is in the trade he may as well sell as much of it as he possibly can, seeing that he cannot reduce his expenses by not selling it. Again, "Grocer" says:

> **If a grocer sells $100 worth of bread in a week at a profit of 10 per cent. while his expenses are around 20 per cent. and does not make up the deficit on something else, "Finis" will soon be written on his front door.**

Does "Grocer" really contend that any retail merchant in his senses not at present dealing in bread but who knew for a certainty that by taking it up he could make $10 a week profit with practically no additional expense attached would refuse to do so?

Does "Grocer" seriously mean to say that anyone in the trade who is at present selling $100 worth of bread a week and making $10 profit out of it should give up doing so if his overhead expenses amount to 20 per cent.? And is it "Grocer's" opinion that if any grocer is at present doing this 'Finis' will soon be written over that man's front door? Suppose such a man were to give up those bread sales and lose $500 a year, would his light, fuel, rent, salaries, freight, etc., cost him any less. Would he not rather welcome adding as many more such lines as he could get? And if not, would he not richly deserve the legend suggested for his front door?

Expense Ratio a Movable Figure

"Grocer" does not appear to realize that this expense ratio or percentage is a movable figure and varies inversely according to the volume of business done as the following illustration will show:

A man starts in business for himself; he calculates that all his expenses, including salary for himself, will be $4,000 a year, and he adds also a profit of $1,200 a year which he thinks he ought to make, making $5,200 in all. He estimates that on many articles he can make 25 per cent. profit on selling price; on others, however, such as sugar, he finds he can only make 15 or only 10%. On the whole he works it out that his average profit will be about 20 per cent. on sales and he sees that he will have to sell $20,000 worth of goods every year to bring him in this $5,200 gross profit, that is 20 per cent. on sales, which is equivalent to 25 per cent. on invoice cost.

At the end of the first year the amount of business done totals $15,000, his profit on which is $3,000. That is to say he has been doing business at an overhead cost of about 26 per cent. and he has made a net loss of $1,000,

The next year his business increases and he turns over $20,000 which brings him in $4,000 gross profit, just covering his overhead charges, which are now reduced to 20 per cent., but leaving him no profit beyond his salary.

The business continues to increase and at the end of the third year he has turned over $26,000 with gross profit $5,200 and overhead expenses now reduced to about 16 per cent., and he is now making his $1,200 profit. He was prepared to deal with this amount of business the first year he had been able to get it, but now with three years' work he has succeeded in working up his business into a paying one. His overhead expenses are practically the same, that is to say, he pays the same for rent, taxes, salaries, phone, insurance, light, fuel, etc., as he did the first year. Yet the first year he made a loss on everything he sold (to use a popular expression), whereas now that loss is turned into a profit. And what is the explanation? Does he charge more for his goods now? Does he make more profit on sugar than he did three years ago? No. How is it, then, he is now making a fine profit instead of a heavy loss? The answer is simple. Volume of sales. It is the amount of his turnover that has reduced his overhead expenses and turned his loss into a profit.

Is it not, therefore, clear that in many cases when a man says he is not making a fair profit on a certain commodity he is wrong? And that the volume of his sales in that particular article makes his profit quite a fair one?

Let any man who considers his profits on sugar, butter, or eggs insufficient ask himself if he would be willing to give up selling these articles supposing he could do so without its affecting his other sales. Would he rather be without the business? Does he really think he is losing money in selling them?

Such a course of action would certainly be attended with a big drop in his receipts and profits with no corresponding drop in his overhead expenses.

And does not this tend to show that the grocers' mistake too often consists in saddling these quick-turnover articles with more than their fair share of overhead expenses?

(Continued on page 33.)

LETTERS TO THE EDITOR

FURTHER ARGUMENT ON THE FAIR PROFIT QUESTION

The Editor, Canadian Grocer:

I penned this epistle some time ago and delayed sending it, in fact forgot about it till I came across it to-day, but I really don't think it is too late after all as the subject is quite fresh yet.

Mr. Nairn's justification was certainly right. The retail grocery and provision business has a large part of its turnover made up of butter, eggs, cheese, sugar and such class of goods, and a large part of the balance in cereals, flour, tea, etc.

At no time was there ever a profit to speak of over the cost of doing business on the first named provisions. The profits on package cereals are set by the manufacturers and are always charged for by him to sell at 10c, 12c or 15c, with a profit that barely pays at present the cost of overhead expenses.

The grocery business was always a cut and slash occupation, with hard work and long hours. Mushroom concerns rise daily, start off with a flourish of so many pounds of sugar for a dollar, or so many bars of soap for a quarter and so on *ad libitum*. They live it is true but for a day, but there is always a new one that has $50.00, sufficient to go into the grocery business and startle the community, and by selling some lines away below cost attempt to create a sensation that will pull trade. Sometimes the activities of these price cutters has the effect of making the public believe that the honest grocer who is selling his stuff at a living profit is a fakir as people find it hard to believe that the other fellow is fool enough to sell at or below cost.

I believe in times such as these, as at any other times, that you must have a fair, honest profit over the cost of doing business or the inevitable result will follow, and you will go under.

If my turnover is say $30,000 and my cost of doing business is say 20 per cent. on sales and $10,000 of my business is sugar, provisions, etc.. that the Food Controller wants me to sell at from 5 to 15 per cent. over cost (first cost), how am I going to exist if I don't make up what will give the equal to 20 per cent. on my whole turnover out of the other 20,000 dollars? Most grocers to-day are barely getting a living wage from their business, that wage which is included in their cost of doing business as managers.

Many even forget to do that in their expense charges just as they forget to charge the business rent for the store because they own it, therefore figuring their cost of doing business much less than it really is and trusting to pot luck for a net profit at the end of the year.

The above to my mind shows no way of getting over the difficulty. The trouble is with many of the Government appointees in many of the departments. They are not practical men for their various appointments. They think 3c per pound on this and 5c per pound on something else is a big profit simply because they have no idea of the actual cost of running a retail business.

What is 5c per pound on an article that retails at say 40c. It is only 12½ per cent.; what is the good of 12½ per cent. to a retailer who pays 20 per cent. as the cost of handling the article, and if he does business as above what is he going to do if he does not make up the shortage on profit as above on his other lines when his cost of doing business is figured as a percentage on his whole yearly turnover?

"A Down Easier,"
Antigonish, N.S.

THAT MATTER OF TURNOVER AND PROFIT

The Editor, Canadian Grocer:

I am taking the liberty of criticizing the article, "Turnover's Place in Judging Profits," in March issue, simply for the sake of self-education. I hope I will not offend your correspondent. I have profitably read many excellent articles and received splendid information through the CANADIAN GROCER, and greatly appreciate their help, so instead of going to the movies to-night I will argue, an Irishman's favorite pastime.

I will just note that in figuring up the selling price on the butter and sugar in the article under discussion, 52 per cent. was typed instead of 25 per cent., a simple enough error.

Now I do not agree with the percentage, 3,500 per cent. per annum, claimed to be made on bread. I take it that the percentage representing cost of doing business is based on the relation of a year's expense to a year's business or total sales. Therefore in this case, where 50c of bread is sold each day and $3.50 each week, the year's sales in bread being $182.00 and the margin on the year's sales being $18.20, the gross profit remains the same, 10 per cent. At the end of the year you do not separate the capital involved $(5.00) from the total sales ($182.00), and figure your overhead expense just on the capital involved alone. If you did that with many lines your cost of doing business would greatly exceed 25 per cent., and if you figure the year's profit ($18.20) in proportion to capital involved ($5.00) you should deduct from the year's total sales the amount of sales over the $5.00, and this would increase the overhead expense ratio and otherwise complicate matters.

I also contend that you must average up your profit by increasing the margin on other goods to offset the narrow margin on staples like butter, sugar, bread, etc. Let me illustrate with a crude example:

Surmise that on a $12,000 business, sugar amounts to $2,000.00, butter $1,800.00, bread $182.00, and miscellaneous items $8,018.00; overhead expense is $3,000.00, or 25 per cent.

Margin on sugar at 15 per cent. will be	$300.00
Margin on butter at 13 per cent. will be	234.00
On bread at 10 per cent.	18.20
These three items total ...	$552.20

which leaves $2,447.80 expense to be made up on the miscellaneous items, $8,018.00. This $2,447.80 amounts to over 30 per cent. of the miscellaneous items, therefore, if only 25 per cent. ($2,000.00) was figured on the $8,018.00, the business would show a loss of $146.00. Any increase of volume of sales on any of these close-selling staples, if it takes a larger staff to handle the extra sales, only tends to throw more of the burden of the expense on to the miscellaneous items. The quick turnover is very fine for freshening goods and for getting returns on capital, but in my opinion, as long as we arrive at our cost of doing business by the proportion of expense to our year's total sales turnover will not affect our overhead to the extent claimed in the article. Of course additional sales up to the capacity of our staff lessens our overhead.

I hope your correspondent will point out my error for I respectfully wish him to show me.

ROSS FLEMING,
Nelson, B.C.

NO NEED TO BUY FLOUR WITH FEEDS

Can a man buy a car of mixed feed, bran and shorts without having any flour included?

GEORGE ALGUIRE,
Berwick, Ont.

Answer.—Many millers have been making it a practice to sell nothing but mixed cars. There is not, nor has there been any law making this compulsory; in fact, millers have been advised that their licenses will be in danger of cancellation if they insist on the practice. If your miller will not sell feeds without flour advise H. D. Thomson, Canada Food Board, Ottawa. You have a right to buy these goods according to your actual requirements.

CANADIAN GROCER

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ESTABLISHED 1886
The Only Weekly Grocer Paper Published in Canada

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OFFICES

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Vol. XXXII. TORONTO, MARCH 29, 1918 No. 13

EDITORIAL BRIEFS

NOW that the Daylight Saving Bill is likely to become law in the United States, it will entail many awkward situations if Canada does not follow her example.

CANADA'S GROWING FISH BUSINESS

CANADA'S fish business is growing apace. The enormous catch of herring on the Pacific coast has made a sizable item and brings a great increase in the total production. The value of the fish products in first hands for the month of February was $836,533, as compared with $580,864 of the same month last year. Almost double. The supply is equal to the largest demands that Canadians can make upon it.

A HIGH HEART

THESE are sobering days indeed, days in which, whatever a man's duties may be his thoughts are turned across the sea to where the battle, that possibly may be the last great battle for democracy, is being fought. It is being fought, we believe, to a conclusion, and we cannot but believe that conclusion will be right.

On the soldiers of Britain and her allies there lies the obligation to meet this shock of battle. On us at home there lies the obligation to do what we can to aid; to conserve where conservation will assist, to lend our willing service in the enlargement of production, to attend to our own business with unselfishness and foresight, care and caution, for failure to do so can only mean, no matter how insignificant, a loss to the world at large; and further in these days of stress to "carry on" with an assured optimism and a high heart. Probably this latter thing is the greatest service and the greatest tribute we can pay to the men who for our sakes have died to-day in France.

THE AGE OF THE TELEPHONE

THE telephone, an invention of the last half century, and a development of the last dozen years, is probably one of the greatest mechanical advances that has been made in any age. Its discovery and adoption has revolutionized trade. Every year makes the telephone more important in business. Recently published statistics show that in 1912 there was one telephone to every 19.3 persons. In 1917 despite the more stringent conditions that prevail, there was a telephone to every 13.4 persons. The merchant who neglects to make the most of the telephone as a selling element is certainly flying in the face of progress.

MAKING WAY FOR JOHN BARLEYCORN

THERE is a good deal of complaint among Ontario shippers at the failure of the express companies' services.

The reason for this failure is that these companies are so loaded up with booze shipments from outside points, destined for the thirsty souls who foresee a lifelong drouth descending upon them on April 1, and who are bent upon warding it off for as long as may be. So heavy has this business been that in some centres the express companies have not been doing their usual pick up business.

John Barleycorn will not suffer by delay. He might even be shipped by freight without great inconvenience. With butter and eggs, however, it is a different matter. Delays in shipment may be disastrous, yet they occur. One hundred cases of eggs were four days in reaching Toronto from Detroit, a journey that should have been readily accomplished in far less than a day.

Large corporations are always opportunists. The egg business will continue but the liquor business won't, so at the moment it is "Make way for John Barleycorn."

THE SPRING AND SUMMER NUMBER

THE Annual Spring and Summer Number of CANADIAN GROCER is at present in preparation, and an effort is being made to make this issue a record number for practical helpfulness. It will deal with many varied subjects but all will have their bearing on the spring and summer trade, and the methods whereby the grocer may make this trade the best in all his history. This is no small ambition, but we believe that every grocer will find in this number some item that will be of definite helpfulness in the actual conduct of his business.

Current Events in Photograph—No. 13

TRAFALGAR SQUARE, LONDON, IN WAR TIME

THOSE who have visited London, England, will hardly recognize Trafalgar Square. The bronze lions are almost the only familiar object. This was how the Square looked on the occasion of the campaign to raise £100,000,000. In the foreground is the giant Italian aeroplane which made the record flight from Turin, Italy, to London.

Matthews-Blackwell Co. Closes Montreal Retail Stores

Find They Cannot be Operated to Advantage—Affects 27 Stores—No Present Likelihood of Ottawa Retail Stores of the Company Being Closed

THE Matthews-Blackwell Company, who had a chain of some 28 retail stores in the city of Montreal until quite recently have decided to discontinue this business, already a goodly number of these stores have been closed, and it is expected that by the first of May the remaining stores will have discontinued business. The firm will in future confine itself strictly to the wholesale business in Montreal. The change has been brought about by changing trading conditions. The difficulty of getting supplies and competent labor, as well as the stringency of the government demands, have made it difficult to operate these stores in Montreal advantageously. In that city the company have apparently been faced with difficulties peculiar to the city, as word from the Toronto office of the company indicates that there is no present intention of discontinuing the chain of stores maintained by the company in the city of Ottawa and Peterborough.

NO PROHIBITION AGAINST PACKAGING POWDERED SUGAR

The fact that the Canada Food Board has requested the sugar refineries to limit as far as is possible the sales of powdered sugars, has given rise in some quarters to the impression that action would be taken to prohibit the sale of these goods in cartons. This rumor was repeated in CANADIAN GROCER'S market report some little time ago. But further investigation indicates that the rumor, has no real foundation in fact, and that there has been no suggestion of the possibility of any such action from any source that would make the suggestion of any importance. There is every reason to believe therefore that powdered sugar will be sold in cartons as has been the custom for years past.

In view of the importance of this question the Canadian Food Board was questioned regarding the matter. Their reply is as follows:

Re Icing Sugar in Packages

"In reply to your favor of the 21st inst., the Canada Food Board at present has no intention of prohibiting the sale of icing sugar in packages.

"CANADA FOOD BOARD,
(per H. Amphlett, director of License Division)."

NEW BANKRUPTCY LAW

Mr. Henry Detchon, general manager for the Canadian Credit Men's Trust Association, was a visitor to Montreal last week. While here he conferred with the Quebec executive and others, and the important feature of his visit was the introducing of a proposal for a uniform bankruptcy law for the Dominion of Canada, at a meeting held in Freeman's Hotel, Friday last.

WHY SEARCH FARTHER?

Here is a story about a Kentucky colonel. "Colonel," a man asked him. "is there any cure for snake bite except whiskey?" "Who cares," snorted the colonel, "whether there is or not?"

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime Provinces

Keith & Co., grocers, St. John, N.B., are selling off stock to close business.

Norville P. Whelpley, traveller for the Swift Canadian Company, died in the St. John Hospital on March 23, his death following an operation for appendicitis.

John W. Mersereau, of St. John, provincial sales agent for the Robin Hood Flour Mills, is dead as the result of an attack of pneumonia. He was thirty-two years of age, and had made rapid progress with the company since entering its employ.

The closed season for Bay of Fundy shad has gone into effect as a result of the evidence secured by the International Fisheries Commission to the effect that the shad fisheries are in danger of depletion. The closed season will continue until February, 1922.

Owing to the difficulty in securing supplies of the new war standard flour the period during which the bakers in St. John may continue to use the white flour, which had been extended to March 15, has been further extended to April 1. As some of the bakers, especially the proprietors of the smaller establishments, have sufficient white flour on hand for six or seven weeks, they are inquiring of the department what they are to do with it after April 1.

Quebec

Farmers' Trading Co., Limerick, Sask., has dissolved.

H. F. Bedard, general store, Richmond, Que., is dead.

A. G. Gagnon, grocer, Quebec., Que., has suffered fire loss.

A. Marcil, of 412 Champlain Street, Montreal, has bought out the stock of E. Pellier.

J. A. Paulhus, of the D. Hatton Co., Montreal, is spending a couple of weeks' holidays at Atlantic City.

L. Bertrand et Fils, 118 Congregation Street, Montreal, have bought out the store and stock of J. A. Dionne.

Jos. Ganon, of Sorel, Que., visited Montreal last week. He conducts a fruit and vegetable business at Sorel.

O. Cousineau, grocer, has moved from 3051 Henri Julien Street, Montreal, to 343 Market Street, the same city.

J. A. Tardif has moved to a new location on the corner of Mount Royal Avenue and Mantana Street, Montreal.

A. C. MacVicar, sales manager for Gunn's, Limited, Toronto, was a visitor to the Montreal warehouses and office of Gunn-Langlois & Co., Montreal, last week.

Representatives of the wholesale, retail and transportation interests of Montreal have formed an organization known as the United Merchants and Transport Companies of Montreal, to aid in stopping petty thieving in the city.

Ontario

C. Guthrie, grocer, Toronto, has sold out.

W. Newburn, grocer, Midland, Ont., is selling out.

A. Pinkerton, general store, Pinkerton, Ont., is dead.

L. Howe, general store, Rock Springs, Ont., has sold out.

Perry & Alport, general store, Orillia, Ont., have sold out.

Chevrier Bros., grocers, Cornwall, Ont., are dissolving partnership.

J. Roberts, general store, Actinolite, Ont., has suffered total loss by fire.

W. B. Clifton, grocer, Toronto, Ont., has been succeeded by H. T. Nott.

Ross & Howey, general store, Nanticocke, Ont., have been succeeded by J. F. Jackson.

R. H. Darling has purchased general store and will conduct business in Harrington, Ont.

Fenwick & Hendry, wholesale grocers, Kingston., Ont., have suffered fire loss estimated at $60,000.

Fawthrop Bros., general store, Cornwall, Ont., have dissolved, A. Fawthrop continuing the business.

West Nissouri Cheese Company is arranging to erect a new factory to replace the one destroyed by fire at Thorndale, Ont.

Don and Wexford branches of the Toronto Milk Producers' Association have agreed that the winter price of milk for delivery to city dairies should be maintained throughout the summer.

Andrew Maitland, who for some time past was a member of the Sarnia police force, has purchased the W. A. Birdsall store and will conduct a grocery business.

Imperial Tobacco Company of Montreal are planning to construct a plant at Leamington which will make this town the headquarters for the leaf department in Ontario.

A daring robbery occurred at the store of J. Kelly, Woodstock when thieves smashed a side window, and entered the store, making away with about $50 worth of butter and bacon.

A. S. May & Co., Board of Trade Building, Toronto, are the Canadian selling agents for the A. N. Christy Company, Newark, N.Y., manufacturers of concentrated flavorings.

Hon. John Webster, ex-M.P., Brockville, Ont., has been appointed to the Senate of Canada. Hon. Mr. Webster has for several years carried on a cheese and butter buying business in Brockville.

Ex-Ald. W. R. Stroud died at his home, Cobourg street, Ottawa, after a year's illness. The late Mr. Stroud came to Ottawa in 1880, and was engaged in the tea business from that year until three years ago, when he retired. He also had branch stores at Kingston, Toronto, and Peterboro for a number of years.

Christopher M. Webb, died recently at his home Spadina Road, Toronto, following a stroke of paralysis. In 1867 Mr. Webb engaged in a general business in Granton, where he was succeeded by his eldest son. In 1889 the family moved to Toronto where Mr. Webb was in the grocery business until retiring about ten years ago.

Western Provinces

A. Gasper, grocer, Regina, Sask., has sold out.

W. J. Gray, grocer, Calgary, Alta., has sold out.

E. Boitteaux, grocer, Wauchope, Sask., has sold out.

M. Greenberg, grocer, Regina, Sask., has sold out.

H. Latta, general store, Govan, Sask., has sold out.

A. C. McCorkell, grocer, Lucerne, B.C., has sold out.

J. Wilson, general store, Amazon, Sask., has sold out.

D. D. Friesen, general store, Laird, Sask., has sold out.

W. J. Moffat, general store, Keeler, Sask., has sold out.

N. J. McBride, general store, Red Willow, Alta., is dead.

Wm. McGinn, general store, Brownlee, Sask., has discontinued.

Fowler & Co., general store, Wetaskiwin, Alta., is closing out.

H. H. Sutton, general store, Rosebud Creek, Alta., has sold out.

Hamelin & Co., general store, Spring Valley, Sask., has sold out.

Edgeley Supply Co., general store, Edgeley, Sask., has sold out.

G. Haynes, general store, Badger Lake, Alta., has discontinued.

A. Espley, grocer, St. James, Man., has been succeeded by J. Wintrup.

A. Abrahamson, general store, Stony Mountain, Man., has discontinued business.

J. A. Kines, general store, Ceylon, Sask., has been succeeded by J. & R. Kines.

S. G. Phillips (Est. of) general store, Darmody, Sask., has sold stock to A. M. Boegal.

A. Lende, general store, Hoey, Sask., has sold to G. R. Russel.

L. A. Freedman, general store, Meyronne, Sask., has sold to J. Krivel.

Broderick Trading Co., general store.

Broderick, Sask., has been succeeded by Henderson & Philip.

Main Centre Trading Co., general store, Main Centre, Sask., has changed style to J. R. Froese.

J. H. Harder, grocer, Herbert, Sask., has added general lines and adopted style of Herbert Trading Co.

HONOR ROLL

Captain Percy C. Band, formerly an employee of the Maple Leaf Milling Company, Port Colborne, and son of the vice-president of that company, has won the Military Cross for gallantry in action.

DRASTIC ORDER RE FOOD SUPPLIES

"On Saturday morning last," stated John T. McBride, importer, of 189 St. James Street, Montreal, to CANADIAN GROCER, "an order was issued by the United States War Board stating that certain food supplies to the United States would be forbidden space on steamers plying between European ports and the United States." This would affect all shipments after April 15th.

This means that there will be some considerable shortage of certain supplies, Mr. McBride further continued.

"In the forbidden list are nuts of various kinds and I expect that shelled walnuts will reach as much as one dollar per pound. In any case, the French Government is forbidding the export of walnuts because she requires the extractable oil for use in her flying machines, and for which purpose it is well suited, though expensive. When I left New York on Saturday there was little inclination there to dispose of nut holdings."

The peanut crop has been very good, Mr. McBride states, and there will probably be ample to supply the demand. Huge warehouses have been used at various points to house this, and supplies will be available as the season progresses.

PROMISING OUTLOOK FOR MARITIME TRADE

"There has been a great deal better business, in a general way, since prohibition was enacted," said J. A. Marvin, president of J. A. Marvin, Ltd., biscuit manufacturers of Moncton, N.B., to CANADIAN GROCER, in Montreal this week. "People are beginning to buy a better class of goods and more of them, and we have found business to be better in every way. Bills are being paid. Renewals are less frequent and many are paying cash for their requirements."

"How will you meet the probable shortage in tinplate for your containers?" was asked. "We shall have to use the old-style box or some similar substitute," replied Mr. Marvin, "but this will not be a great hardship. The top and bottom of the boxes can be made of tin and the body of fibre or of cardboard. When this is lined with waxed paper there will be little difficulty in keeping the product in good condition. The grocer will have to see that this stock is kept in the proper place."

"What about supplies of the various commodities required in the manufacture of your products, Mr. Marvin?" "We have been able to secure what we required up to this time and I think that we shall continue to secure what are needed. In New Brunswick there has been little interruption in deliveries, and these have been less interfered with than further West. Molasses is pretty scarce, but we were recently able to protect ourselves on a quantity bought locally."

SUDDEN DEATH OF WESTERN MILLER

John Taylor, managing director and founder of the Taylor Milling and Elevator Co., Lethbridge, Alta., died very suddenly recently at his office at the mills. He had been ill for some time.

The late Mr. Taylor came to Lethbridge about 1905 and founded the Taylor Milling Co. in which he was the chief shareholder, building up also a line of elevators, which he had disposed of only a few months ago. He was also heavily interested in Delany's Limited.

NAVEL CROP ONLY 15 PER CENT IN SOUTHERN CALIFORNIA

Sizes Will Run Heavily, 126 and Larger —Will Need to Adopt New Selling System

The California Fruit Growers' Association has just issued a bulletin to the trade, announcing that there is only about 15 per cent of a normal navel orange crop in Southern California this year, and the fruit is running heavily to the larger sizes. In explaining the cause of these conditions and stating what the Exchange is doing to meet the situation the bulletin adds:

"The predominance of the larger sizes of navels is due to the extreme heat of last summer, which literally cooked and destroyed a large proportion of the young fruit. Because of this destruction of large quantities of oranges on every tree, the whole energy of each tree has been thrown into the development of the remaining fruit. For example, if 85 per cent of the fruit on a single tree is killed by heat, the entire 100 per cent. energy of the tree goes into the remaining 15 per cent. The result is a crop of unusually large oranges and a scarcity of small sizes.

"At the date of writing it is impossible to predict exactly how the sizes will run, but it is a foregone conclusion that 126's and larger will be common in all exchange shipments. Naturally, the prices will be higher than with a normal crop, and the per dozen price will seem exceptionally high because of the large sizes."

"For the dealer, the large sizes of oranges will be especially effective for display purposes.

"To the retail trade we are urging that they offer a certain number of oranges for 25c, 35c, or 50c instead of so much a dozen. It is the amount of meat and juice that counts and not the number of oranges. Merchants may also point out to housewives that navel oranges may well be served without sugar."

RECOVERED TIN USED IN SILK MANUFACTURE

Many people, hearing of the tin shortage, and noting the gradually increasing pile of tins in the ash barrel, have wondered to themselves why some use could not be made of these. The answer is that there is, and that the recovered tin helps to make that tie you wear or that silk evening gown, dear lady. The American *Metal Market*, New York, gives this interesting little sidelight on the matter: "One of the principal sources of tin in this country, at least, as far as American production is concerned, is the tin that can be recovered by detinners from tin plate scrap. Unfortunately, at the present time by far the largest percentage of this source of supply is devoted to the making of tin tetrachloride which contains about 50 per cent. tin and is used by the silk dyers for weighting and preparing silk. It is probable that at least 5,000 tons of metallic tin per year is thus lost in the manufacture of what must be considered at the present day unessential, and in view of the critical condition of the tin market it would seem wise and proper that the detinners be compelled to confine their operations to the production of pig tin which can be recovered from tin plate scrap equally as well as tin tetrachloride, except that tin tetrachloride brings a higher price relatively than pig tin. Not only is this tin used by the silk dyers in this country, but it has been exported to the silk dyers in France, which trade, apparently, from to-day's *Journal of Commerce* is enjoying exceptional prosperity."

FURTHER POINTERS RE TURNOVER

(Continued from page 28.)

It may seem to him that his competitors are cutting prices so low that there is not much profit left but if instead of worrying about securing a certain percentage of profit he will adopt the slogan, "More customers, more sales," he will soon find that he can sell quite as cheaply as anyone else, and at a profit.

"The percentage on one pound of sugar is the same as on 20 pounds," says "Grocer." Granted, the percentage is the same but the profit is twenty times as great, and the expenses are practically the same, and if you can spend your time in keeping your expenses down to the same level while you increase your profits all the time, you will soon come out on the right side.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

DECIDED reductions have been made in many lines of vegetables during the week, potatoes, beets, parsnips, Canadian cabbage and turnips taking a downward turn. A car of Florida tomatoes reached the local market during the week. The first car of Louisiana strawberries is also reported in and they are selling for the pints at 21c per box. Declines in a number of grades of barreled apples have been made.

Package tea in some quarters has advanced 5c per pound and another source indicates that higher prices for their lines would not be altogether unexpected. Bulk teas continue to move freely though the higher grade are by no means any too plentiful.

A shipment of 2,000 boxes of Portuguese figs has arrived in the city. This is said to be the only lot of figs of any description which have come from Europe this year. Prunes are very firm and advances of from ¼ to ½c per pound are reported in some quarters. Evaporated apples have declined owing to Nova Scotia stock being offered more freely.

An advance in one line of package oats has been reported, new prices for the family size, 20s, reaching $6.35 per case. The market on all package foods is firm though rolled oats is reported hard to get. Shipments of corn reaching the city during the week will result in back orders on cornmeal being largely cleaned up.

Little improvement is shown in the sugar situation, conditions remaining about the same as last year. Acadia has advanced 25c, making Extra Granulated now $8.79 per 100 pounds.

A very good demand for canned vegetables exists and orders for the new pack are already being booked. New season's jams, marmalades, etc., are also being booked at open prices. Mill feeds have been affected by the new freight rates and an increase of 40c per ton has been put into effect. The market on all spices is firm and peppers and cassia are reported very scarce with advances anticipated. Many miscellaneous lines, including cotton twine, cotton clothes lines, bird seed and sweeping compound have registered advances.

QUEBEC MARKETS

MONTREAL, March 26.—There have not been a great many changes for the week, but with most lines the prices continue to rule firmly, with upward tendencies. Among the upward revisions are flypaper, coal oil (due to increased freights), soaps, mill feeds, package rolled oats, Japan teas, oranges, lemons and grapefruit, and a few odd lines of vegetables. Sugar is still scarce and raws coming to hand very slowly. Cotton twines and rope are firming. Walnuts will be $1 per pound ere long, stated a large importer. There is a fair amount of business, and with the coming of Easter the retail trade will stimulate the jobbing business materially for a few days at least. Some canned goods are still passing out to Western points.

Soaps, Fly Papers, Etc., Are Marked Up Some

Montreal.

VARIOUS LINES — Among the changes of the week are advances for Pears' unscented soap, which has been raised to $1.85 per doz., being an advance of 25c. Ivory soap is also firmer, and one jobber has named a new price of $6.40 per case for this, an advance of 40c. Some have withdrawn prices on package ammonia. Flypapers are advanced about 7½c. Advances have also been made in another quarter for coal oil, and in instances where barrels are supplied by the dealer these are charged for in the gallonage, and prices range from 30c to 33c per gallon. This latter action is as a result of the recent freight readjustment.

Refiners Supply What Is Possible; Raw Sugars Slow

Montreal.

SUGAR.—The refiners are unable to keep going these days with what raws are received, but these are limited still and are coming to hand very slowly. They are confidently anticipating an improvement from now on, which will enable them to operate to better advantage and to take care of their trade. There has been a continued clamoring for supplies that were not available, and the refiners will be glad to see this eliminated when able to allot larger quantities to the trade. Prices are held unchanged, the range being as last week, from $8.40 to $8.65 per 100 lbs. Much confidence is placed in the probability of the commandeered Dutch shipping being used to carry the large Cuban crop, and if the shipping so diverted can be used even temporarily or at least a part of it for this purpose there will be much improvement ere long.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 65
Acadia Sugar Refinery, extra granulated	....
St. Lawrence Sugar Refinery	8 40
Canada Sugar Refinery	8 40
Dominion Sugar Co., Ltd., crystal granulated	8 40
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 40
Icing (50-lb. boxes)	8 90-9 20
Diamond icing	8 70-9 05
Yellow, No. 1	8 10
Yellow, No. 2 (or Golden)	8 00
Yellow, No. 3	7 90
Powdered, barrels	8 60-8 95
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 10
Crystal diamonds (boxes 100 lbs.)	9 10
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Western Buyers Take Stocks Canned Goods

Montreal.

CANNED GOODS.—There is still a considerable amount of selling of canned goods. This is particularly in evidence upon the part of Western buyers, and indicates the large sale that must have obtained there, making their markets much barer than usual. Prices are, of course, firm, and there is little likelihood of a decline at the present time, think the jobbers. Local demand is rather small, although this can be called seasonable. The large bulk of stock would seem to be in the hands of jobbers and retailers, the latter having reasonably large supplies in some instances, it is stated. In certain United States districts packers are reported to have named prices for the 1918 pack of tomatoes, and this is indicative at least of their desire to open up for bookings.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats	2 40	2 45
1 lb. flat	....	4 00
1 lb. talls, cases 4 doz., per doz.	....	3 75
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	....	1 80

Pinks, 1-lb. talls	....	2 40
Coboes, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	....	20 00
Canned Vegetables—		
Tomatoes, 1's	....	1 20
Tomatoes, 3s	2 60	2 75
Tomatoes, U.S. pack (2s)	2 10	2 12½
Tomatoes, 2½s	2 45	2 60
Peas, standards	....	1 75
Peas, Early June	....	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	....	3 00
Do., (U.S.), gallons	....	10 00
Corn (on cob, gal. cans), doz.	....	8 50
Red raspberries, 2s	....	2 90
Simcoes	....	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	....	3 00
Blueberries, 2s, doz.	....	1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Carrots, sliced, 2s	....	1 45
Apples (gallons)	....	5 00
Peaches, 2s (heavy syrup)	....	2 00
Pears, 3s (heavy syrup)	....	2 45
Pineapples, 1½s	....	2 25
Greengage plums (light syrup)	....	1 90
Lombard plums (heavy syrup), 2s	....	1 70

Walnuts Will Be $1 Per Pound; Supply Cut Off

Montreal.

NUTS.—There will be a decided scarcity of certain kinds of nuts this fall, according to the report of a large importer given CANADIAN GROCER this week. Shelled walnuts will go to $1 per pound, it is expected, and those who have supplies will do well to conserve the same. Filberts and almonds will probably be very high too, as these also will be unprocurable from Europe. It is stated that there is a good crop of peanuts, and that ample supplies of these will be forthcoming. Trade in the South is stated to be seasonably fair, while there is locally a good demand for peanuts.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	....	0 70
Almonds, Valencia, shelled	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 21
Peanuts, shelled, Spanish, No. 1	....	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 17½
Do., No. 2	....	0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	....	0 80
Walnuts (Grenoble)	....	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 61	0 63
Walnuts (Marbots), in bags	0 22	0 24
Walnuts (California), No. 1	....	0 24

Quieter Market For Lines Of Dried Fruits

Montreal.

DRIED FRUITS.—There is but a limited demand for various lines of dried fruits these days. Notwithstanding this the prices are very firmly held, and one jobber states that he was withdrawn certain quotations altogether for the time being. Three-cluster raisins are very scarce, and the prices are consequently firm and high. Apples of the evaporated variety are perhaps the only item in the list that have shown any easing of price, and this was due to the lower prices for barrel and boxed apples. There are some supplies of raisins in the States, but these are of inferior quality, it is reported. Prunes, too, are moving somewhat. Prices are held unchanged here.

Apricots—		
Choice	....	0 28
Fancy	....	0 30
Apples (evaporated)	0 22	0 23
Peaches (fancy)	....	0 21
Drained Peels—		
Citron	....	0 35
Lemon	....	0 27½
Orange	....	0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $3.25; 4-crown cluster, $3.75; 6-crown	....	4 00
Muscatels, loose, 2 crown	....	0 11
Muscatels, loose, 3-crown, lb.	....	0 11½
Muscatels, 4-crown, lb.	....	0 12
Cal. seedless, 16 oz.	....	0 14
Cal seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	....	0 13
Choice seeded, 16 oz. pkgs.	....	0 12
Montreal.		
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½
Currants, old	....	0 24
Do., new	....	0 32
Dates, Excelsior, per case	....	5 75
Do., Dromedary	....	6 50
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 50
Figs, Spanish (22-lb.)	....	0 20
Figs, Portuguese	....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. (12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	....	0 17
California, 40-50s	....	0 13½
25-lb. cases, 50-60s	....	0 13
60-70s	0 12½	0 13¼
70-80s	0 12	0 12½
80-90s	0 11	0 12
90-100s	....	0 10
Oregon, 30-40s	....	0 15½
40-50s	....	0 15¼
50-60s	....	0 12¾

Both Tapioca And Rice Firm, But Unchanged

Montreal.

TAPIOCA AND RICE.—The advances that were made recently in rice have been held and the market is firm. There is no great surplus on spot, it is figured, and although trading is just fair, prices are expected to hold firmly. Tapioca prices are ruling firmly, and these will likely hold, if not stiffen. The local trade is normal and beyond the seasonable demand there is little feature of interest.

Carolina	11 50	12 50
"Texas," per 100 lbs.	....	9 50
Patna (good)	8 90	9 40
Siam, No. 3	8 50	9 00
Siam (fancy)	8 75	10 50
Rangoon "B"	....	8 50
Rangoon "B," 200-lb. lots	....	7 70
Rangoon CC	7 60	8 20
Mandarin	8 75	8 90
Packling rice	7 70	8 25
Tapioca, per lb.	0 15	0 16
Tapioca (Pearl)	0 15½	0 16

Fancy Molasses Scarce; Demand For Corn Syrups

Montreal.

SYRUPS AND MOLASSES.—There seems to be a real scarcity of the fancy molasses, although some small deliveries have been made. It is stated that there has been a considerable delay upon the part of jobbers in placing their orders, and that, notwithstanding this fact, there is a large portion of the available supply already sold. Prices are very firm, and these will probably continue to rule high. The same condition prevails in United States points, the offerings there not being equal to the demand and prices firming as a consequence. Prices on corn syrups in the West are being withdrawn in view of the fact that embargoes have interfered with supplies and mills are as a consequence confronted with a shortage of corn.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
Kegs	....	0 07½
2-lb. tins, 2 doz. in case, case	....	4 65
5-lb. tins, 1 doz. in case, case	....	5 20
10-lb. tins, ½ doz. in case, case	....	4 95
20-lb. tins, ¼ doz. in case, case	....	4 90
2-gal. 25-lb. pails, each	....	2 15
3-gal. 38½-lb. pails, each	....	3 25
5-gal. 65-lb. pails, each	....	5 25

	Prices for Fancy. Island of	Choice. Montreal
Barbadoes Molasses—		
Puncheons	0 92	0 95
Barrels	....	0 96
Half barrels	....	0 98

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Cane Syrup (Crystal) Diamond)—		
2-lb. tins, 2 doz. in case, per case		5 50
Barrels, per 100 lbs.		8 00
Half barrels, per 100 lbs.		8 25

New Maple Syrup Is Expected Soon; Will Sell

Montreal.

MAPLE PRODUCTS, HONEY.—There is but little of the old supply of maple syrup and sugar to offer, say the jobbers, and all are now anticipating early supplies from the bush. The weather conditions have been conducive to production, and this is expected to be particularly good this year if the weather continues favorable for a few weeks. It also is expected that there will be a fairly active demand for syrup, as well as for sugar as soon as it is available. Some farmers have been buying small kegs to use as containers in view of the scarcity of the usual tin cans. Honey sales are light and prices on this as well as those of maple products are held unchanged.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	....	0 19
Buckwheat, 60-lb. tins, lb.	....	0 16½
Clover, 5-10 lb. tins, per lb.	....	0 22
Clover, 60-lb. tins	....	0 21
Comb, per section	....	0 21
Maple Product—		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 19	0 20

Bean Demand Is Quiet But Prices Maintained

Montreal.

BEANS.—There is not as much activity in the bean market as there was some few weeks ago. Supplies are fair and, even allowing for the limited demand, there has been no weakening of prices. As a matter of fact these are well maintained, and likely will rule firmly in view of the greater demand that will probably absorb all the surplus stocks for seeding purposes. From some country points orders still are received,

but there is less activity all around than prevailed a few weeks ago.

Beans—		
Canadian, hand-picked, bush..	9 50	10 50
Ontario, new crop, 3 to 4 lbs..	....	8 15
British Columbias	....	8 16
Do., in 100-lb. sacks, gross, per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 00	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	9 00	10 00
Michigan, hand-picked	9 50	10 50
Yellow Eyes, per lb.	....	0 14
Rangoon beans, per bush.	7 00	7 50
Lima, per lb.	....	0 20
Chilean beans, per lb.	....	0 14½
Manchurian white beans, lb.	....	0 15
South American	....	5 20
Peas, white soup, per bush.	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs.	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

Spice Markets Hold With Pimentos Higher

Montreal.

SPICES.—There is a fair amount of business locally, although, as before stated, this is confined to what business comes to hand voluntarily, broadly speaking. Jobbers and importers do not seem anxious to take on business on the present basis of prices. Pimentos are firmer in the New York markets, and this is a result of depleted supply. All around there is a fair demand for the various lines and prices are still ruling very, very firm.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 60	0 70
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 40
Pepper, white	0 42	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	....	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	....	0 25
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Japan Teas Advanced 2 To 3c Pound

Montreal.

TEAS.—There is interest this week in the firmer position of the Japan tea market, which shows advances of from two to three cents per pound. This was a definite forecast in recent issues of CANADIAN GROCER. Even at this trade is still active and jobbers are fairly busy. Some late arrivals of tea are just to hand. These were delayed for many weeks, and the jobbers and importers seem glad to get them. Java teas, on the other hand, have been selling on an easier basis in United States points particularly, and this is explained by the greater desire to liquidate stocks. It is stated that there is a fairly active demand for these also in view of the fact that they are so much cheaper than the Japans. The demand is satisfactory, jobbers state.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 38	0 40
Pekoes, per lb.	0 40	0 46
Orange Pekoes	0 43	0 50
Javas—		
Pekoes	0 31	0 34
Broken Orange Pekoes	0 33	0 36
Orange Pekoes	0 35	0 40

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Futures Firmer And Spot Prices Too

Montreal.

COFFEE.—There is a satisfactory demand for coffee, and this is about seasonable. Prices are still unchanged locally, although they are firmly held. The trading in New York markets is active and the situation on spot stocks is very firm, with advances made for such offerings as are taken up. This firm feature applies also to futures. In the cocoa markets the continued brisk demand is really remarkable, and there is a better request for this than usual. Prices hold unchanged.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Mochas (genuine)	0 43	0 43
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	....	0 25

Package Oats Higher; Other Cereals Firm

Montreal.

CEREALS.—The feature of the week in so far as price revision is concerned is confined to package oats. Robin Hood oats have been advanced to $6.35 per case for the family package, and for the smaller the new price is $2.30. There is a firm undertone to the rolled oat market, although trading is somewhat easier. Rye flour is quite a scarce article, and it is rather impossible to quote a price that will cover the range of changes that are being made from week to week. In other lines there are no changes, excepting that cornmeal and corn flour continue to be scarce.

Barley, pearl	8 75	9 50
Barley, pot, 98 lbs.	6 75	7 50
Buckwheat flour, 98 lbs.	....	7 25
Corn flour, 98 lbs.	6 50	7 25
Cornmeal, yellow, 98 lbs.	6 50	6 60
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	7 75
Oatmeal, standard, 98 lbs.	6 25	6 60
Oatmeal, granulated, 98 lbs.	6 25	6 60
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	10 25	11 25
Rolled oats, 90-lb. bags	5 60	6 00
Rolled oats (family pack.), case	5 75	6 35
Rolled oats (small size), case	2 05	2 30
Rye flour, small lots, 98 lbs.	....	7 20

Flours Selling Well With Feeds Still Scarce

Montreal.

FLOUR AND FEED.—There is a seasonably good demand for flours, and the mills seem better able to meet the same. The absorbing interest is that with respect to the feed situation, and this is one that gives many farmers and stockmen increasing anxiety. The greater production campaign of the Government has served to stimulate a larger interest in hog and cattle raising, and as a consequence there is that continued clamoring for tons of feed that can in nowise be supplied. It is stated also that in view of the fact that farmers were able last season to get such a splendid price for their cheese and dairy products that many stall-fed their producing cows and found it profitable to do this against the feeding on grass at no cost per animal, broadly speaking. This used up the surplus supplies of mill feeds that are generally allowed to accumulate each fall, and which help the miller to take care of demand with this surplus supply while he mills more. In view of the increased freight rates feeds have been advanced 40c per ton.

War Standard, Graham and Whole Wheat Flours—		
Car lots (on track)	....	11 10
Car lots (delivered), Bakers	....	11 20
Small lots (delivered)	....	11 30
Bran, per ton	35 40	....
Shorts	40 40	....
Crushed oats	69 00	73 00
Barley chop	78 00	87 00
Barley meal	....	78 00
Feed oats, per bushel	....	1 12

Oranges Go To $9.00; Potatoes Take A Drop

Montreal.

FRUITS AND VEGETABLES.—The very firm position of oranges is reflected in the advance this week of $1.75 per box and over for California navels. These are selling as high as $9.50 per case in some instances. Porto Rico oranges are also advanced. There is a good demand for oranges, especially for the better grades. Apples are weakening in price as the season advances. Lemons are up to $8.50 per crate for the best. Grapefruit is firmer also. New Florida pineapples are on the market at $6.50. Among the vegetable changes of the week a drop in potatoes is registered in both Quebec and Green Mountain varieties. Cauliflower, cabbage and celery are firmer. New Florida tomatoes are to hand at $9 per crate. Beets are selling as low as 75c per 60-lb. bag. Watercress and endive are quoted lower, and leeks are considerably higher to $5. Parsley is still higher, and Spanish onions also show advances. Trade is somewhat better for certain lines, and is expected to be fair for the Eastertide.

Bananas (fancy large), bunch	4 00	4 50
Oranges, Valencia lates	5 00	5 75
Oranges, Porto Ricos	....	5 50
Oranges, California navels	7 75	9 00
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	....	5 50
Grape fruit, Cuban	4 00	4 50
Grape Fruit, California	5 00	6 00
Grape fruit, Florida	5 00	6 00
Lemons (fancy new Messina), as to size	8 00	8 50
Lemons, California seedless	....	5 00
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos) 80, 96, 64	....	4 50
Grape fruit (fancy Porto Ricos) 54, 64	....	4 50
Grape fruit (fancy Porto Ricos) 36	....	4 00
Pineapples, Cuban, grate	....	5 00
Grapes, Malaga (keg)	7 00	7 50
Pineapples, Florida	....	6 50
Grapes, Malaga (heavy weights, tinted), per keg	....	12 00
Grapes, Malaga, medium	....	10 00
Cocoanuts (sack)	....	7 25

Apples, (bbls.)—		
Wealthy, No. 1	7 00	7 50
Fameuse	7 00	8 50
Ben Davis	3 25	4 00
Russets	4 50	5 00
Apples, boxed	....	2 75
Pears (eating), small lots only, doz.	0 30	0 60
Ontario Apples—		
Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.	....	5 50
Do., No. 3, bbl.	....	4 50
Pewaukee, No. 1, bbl.	....	6 50
Do., No. 2, bbl.	....	5 50
Baldwin, No. 1, bbl.	6 00	7 00
Do., No. 3 (special), bbl.	....	4 50
Do., No. 3 (ordinary), bbl.	....	4 00
Stark, No. 1, bbl.	....	7 00
Do., No. 3 (special), bbl.	....	4 00
Do., No. 3 (ordinary), bbl.	....	3 25
Boxed apples (all sizes)	....	2 75
Rhubarb, doz.	1 50	1 75
Cauliflower (California), crate, 2 doz.	4 50	5 00
1 doz. crate	2 00	3 00
Cabbage, Montreal, per bbl.	2 50	3 00
Cabage, Montreal, doz.	1 00	1 50
Cabbage (New Florida), crate	....	4 50
Celery, Canadian, per doz.	0 50	1 00
Celery, Cal., 4, 5, 6 doz. case	....	5 00
Celery (Wash.), doz.	....	1 50
Celery, Florida	2 75	3 25
Cucumbers (Boston), doz.	2 50	3 00
Horseradish (Can.)	....	0 20
Endive (Can.)	....	0 25
Endive (American)	....	0 40
Mint	....	0 60
Leeks	....	5 00
Onions, red, 100-lb. bag	....	2 50
Oyster plant	....	2 50
Parsley (American)	....	2 00
Parsley (Canadian)	....	1 00
Spanish onions, half cases	2 25	3 50
Spanish onions, large crate	4 50	6 00
Spanish onions, small crate	1 50	2 75
Potatoes (sweet), per hamper, as to size	2 50	5 00
Potatoes, bag	1 50	1 60
Potatoes (New Brunswick), bag	....	1 75
Carrots, bag	0 50	0 75
Beets, bag (60-lb. bag)	....	0 75
Parsnips (60-lb. bag)	....	1 00
Turnips (Quebec), bag	....	1 00
Turnips (Montreal), bag	0 75	0 90
Tomatoes (hothouse), lb.	....	0 40
Tomatoes, Florida, crate	....	9 00
Lettuce, curly (3 doz.)	....	2 50
Lettuce, curly, dozen	....	0 90
Lettuce, Boston, hothouse (2 doz. in box)	2 25	3 50
Lettuce (Florida), hamper	....	2 75
Lettuce, California, 5 doz.	....	6 50
Mushrooms (lb.)	....	1 00
Cranberries (Cape Cod), box	....	5 50
Do., per gallon	....	0 90
Watercress (Can.)	....	0 40
Watercress (Amer.)	....	1 25

ONTARIO MARKETS

TORONTO, March 27.—No radical changes have disturbed the market during the week though many miscellaneous lines are covered in the list of those to record an advance. A reduction in evaporated apples has been made and some varieties of barreled apples show a big decline. Citrus fruits are very firm and some lines of oranges are very hard to secure, those offering being held at very high prices. The higher grades of molasses are reported scarce and new stocks will not be available before next November. One brand of package tea recorded an advance of 5c per pound during the week. Rolled oats in packages also came in for revision upward by one manufacturer. Cotton twine, ivory soap and bird seed have all made advances. Business is reported good and increased movement of canned goods is becoming evident.

Little Change; An Advance Made

Toronto.

SUGAR.—Little change has been made in the sugar outlook during the week. From New York comes advice that arrivals of raw sugar during the past week were 70,124 tons, representing an advance. The increased arrival of raw sugar should enable refiners to increase meltings with a consequent addition to the refined sugar supplies. Hopes are held out that Dutch tonnage will be employed to move the accumulation of sugar at Cuban ports, but no definite arrangements have been completed as yet whereby this may be expected, so uncertainty as to the future must rule for a little while yet.

Effective March 25, 5 p.m.—Acadia sugar advanced 25c and quotations on extra granulated are now being made at $8.79 per 100 pounds. Atlantic advanced another 25c to $9.04. Other lines remain unchanged as follows:

Atlantic, extra granulated	9 04
St. Lawrence, extra granulated	8 54
Acadia Sugar Refinery, extra granulated	8 79
Can. Sugar Refinery, extra granulated	8 54
Cases, 10-lb. tins, ½ doz. to cs.	4 95
Dom. Sugar Refinery, extra granulated	8 54
Icing sugar, barrels	8 74
Powdered, barrels	8 64

St. Lawrence and Canada Sugar differentials: —25-lb. sacks, 10c over 100-lb.; 20-lb., 15c advance; 10-lb. gunnies, 20c advance; 5-lb. gunnies, 40c advance; 5-lb. cartons, 25c advance; 2-lb. cartons, 30c advance. Atlantic and Acadia differentials: In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Ivory Soap Goes Higher; Cotton Twine Up

Toronto.

SOAP, COTTON TWINE.—An advance has gone into effect during the week on Ivory soap of 40c per case the 6-oz. cakes now selling at $6.40 and the 10-oz. cakes at $10.80 per case. No change in other lines has been made, though the situation is one of extreme firmness. An advance has been made in cotton twines of 2c per pound, new prices ranging around 65c per pound. Cotton clothes lines have also taken an upward trend and quotations being made to-day are for 30-ft., $2.50; 40-ft., $3.15; 48-ft., $3.75; 50-ft., $4.00; 60-ft., $4.65; 72-ft., $5.50 dozen hanks. Clothes pins at 10c higher are being quoted at from 90 to 95c per case. Bird seed has gone up 3c per pound to make quotations from 16 to 17c per pound. The new price is represented by 1's selling at about $1.90 and ½s at about 95c per dozen. Bird gravel, 10c size, is selling at 95c dozen and 5c size at 48c dozen. Gold Dust washing compound, 50 medium, is selling at $5.00 case or 10½c per package. So Clean sweeping compound reveals an upward tendency in prices as follows: 6-16 pound tins, $9.00 dozen; 60-pound kegs, $3.25 each; 125-pound kegs, $5.50 each; 250 lb. (½ bbl.), $9.50 each, and 300 pounds (bbl.), $11.00 each.

High Grade Molasses Reported Very Scarce

Toronto.

MOLASSES, SYRUP.— Indications point to a shortage developing in high grade molasses and when present stocks are exhausted it is stated there will be no more produced until the new crop arrives next November. The sugar shortage is said to have influenced larger sales of molasses and orders are now being taken subject to the manufacturers' confirmation. Receipts have been light and stocks of West India and Barbadoes are limited at the seaboard. Some shipments are reported in transit, but when they will arrive is by no means certain under transportation conditions now prevailing.

Corn and cane syrups show no disposition to change and prices are holding firm with a good demand reported. Stocks are in fair condition.

Corn Syrups—		
Barrels, per lb.	....	0 07
Cases, 2-lb. tins, 2 doz. in case	....	4 65
Cases, 5-lb. tins, 1 doz. in case	....	5 20
Do., No. 1 yellow	....	8 14
Half barrels, ¼c over bbls.; ¼ bbls., ½c over		
Cane Syrups—		
Barrels and half barrels, second grade, lb	....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy Barbadoes, barrels	0 98	1 00
Choice Barbadoes, barrels	0 88	0 90
West India, ½ bbls., gal.	0 55	0 65
West India, 10-gal. kegs	....	6 50
West India, 5-gal. kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	6 40
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	3 50
Tins, 3-lb., baking grade, case of 2 doz.	....	4 60
Tins, 5-lb., baking grade, case of 1 doz.	....	3 90
Tins, 10-lb., baking grade, case of ½ doz.	....	3 75
West Indies, 1½, 48s	....	5 00
West Indies, 2s, 36s	4 00	4 25

Canned Vegetables Moving Freely; Prices Unchanged

Toronto.

CANNED GOODS.—The heavy consuming season for canned vegetables is rapidly approaching and this is manifesting itself in a good volume of orders moving out from wholesale stocks. Prices are being firmly maintained and no immediate change is anticipated. White spring salmon shows a firmer tendency and new prices issued during the week provide for a slight advantage. Quotations made on the 1's talls in 4-dozen cases are $2.35 in single case lots, and $2.30 per dozen in five-case lots; ½s flats in 8-dozen cases are selling at $1.35 in single case lots and $1.30 per dozen in five-case lots. Goodwillies' preserved fruit has undergone a revision upward and is now quoted as follows: Strawberries, $4.25; raspberries, $3.40; peaches, $3.40; red cherries, $3.25 per dozen. Bookings are now being taken on new pack canned vegetables, new season's jams and marmalades, etc., subject to available supplies and at open prices which will be subject to confirmation by the retailer when determined by wholesalers.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 65	2 75
Peas, standard	1 95	2 25
Peas, early June	2 00	2 32½
Beans, golden wax, doz.	1 85	2 10
Beans, Miuget, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 40	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 35
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	....	1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., raspberry, 4-lb. tin	0 83	0 90
Do., black currant, 4-lb. tin	0 77	0 88
Do., strawberry, 4-lb. tin	0 83	0 90
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	....	3 45
Red currants, doz.	....	3 45
Raspberries, doz.	3 40	3 60
Strawberries	3 60	4 40

Evaporated Apples Show Weaker Tendency

Toronto.

DRIED FRUITS.—Evaporated apples have developed a decidedly weaker tendency during the week. This is owing to Nova Scotia stock being offered more freely, but it is said the quality is fully 4c lower than Ontario stock. Quotations now range from 21 to 22c per pound with supplies ample for demand. Dromedary dates are reported on the way and indications are that new prices will be up about $2.00 on both Excelsior and Dromedary. The latter line will have to sell around $8.00 case, marking a new high level. The range of raisins being offered has narrowed still further. All seeded have been sold and there is little for which business is being taken. Prices on prunes show a firmer tone and advances in some quarters show ¼ to ½c per pound up on high prices of last week. A somewhat firmer tone is apparent in peaches, though the range on choice, 25-pound boxes, now runs from 17 to 19c per pound. The demand on all lines available is very good.

2,000 22-lb. boxes of selected figs arrived from Portugal this week. This is claimed to be the only lot of figs of this description which have come from Europe this year. The same vessel brought a further supply of Camadre figs in mats, which have all been sold to arrive. It is understood the selected figs in boxes will be able to go over the retail counter at 25c per pound.

Apples, evaporated	0 21	0 22
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 30
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 32½
Australians, lb.	0 30	0 35
Dates—		
Excelsior, pkgs., 3 doz. in case	4 50	4 75
Dromedary dates, 3 doz. in case	....	6 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Cal., 6 oz., doz.	....	....
Cal., 10 oz., doz.	....	1 45
Prunes—		
30-40s, per lb., 25's, faced	....	0 18
40-50s, per lbb., 25's, faced	0 17	0 17¼
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	....	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	....	0 22
Raisins—		
California bleached, lb.	0 14	....
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish	....	....
Seeded, fancy, 1-lb. packets	0 11½	0 13
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, screened, lb.	....	....

Some Package Teas Higher; Demand Good

Toronto.

TEAS.—The primary markets on all the better grades of tea are decidedly high, as pointed out in these columns last week, and on to-day's basis in the primary prices locally on all teas are very low. It is said that heavy stocks of earthy Javas of very poor quality are on the market, and this grade would seem to be a very poor tea to speculate in. An advance of 5c per pound has been made in Salada teas, due to increased costs as regards supplies and labor. Brown Label to retail at 60c in ½'s and 1's is selling to the trade at 50c per pound; Blue Label retailing at 70c costs the retailer 57c per pound; Red Label selling at 80c costs the retailer 63c per pound; Gold Label retailing at 90c costs the retailer 71c per pound. In discussing the situation with the Lipton Tea Co., it was stated that an advance in their teas would not come as a great surprise. Increased costs all the way around would justify an advance, it was intimated, though no action had been taken as yet. Other package tea dealers were non-committal. Spot prices on bulk teas show a firming tendency, and the movement has been very free. Prices show no change in quotations given below:

Ceylon and Indias—		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 35	0 38
Japans and Chinas—		
Early pickings, Japans	....	0 40
Second pickings	0 30	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Supplies Of Spot Coffee None Too Heavy

Toronto.

COFFEE.—A good movement has been evident in coffee during the week, and spot stocks are being called upon heavily by retailers. The market has held very firmly, though unchanged at the prices shown herewith:

Coffee—		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maracaibo, lb.	0 25	0 29
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 30
Blue Mountain Jamaica	....	0 40
Mocha, Arabian, lb.	....	....
Rio, lb.	0 10	0 23
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	....	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Peppers Very Scarce, Cassia Too; May Advance

Toronto.

SPICES.—Indications are that peppers are very scarce, and cassia is reported in similar condition. With the heavy demand that exists and shortage of available supplies it is felt prices are almost sure to advance; in fact, in some quarters black and white peppers show a somewhat narrower range. Reports from New York indicate a very feverish market there, showing an upward trend. A heavy demand exists, and all signs point to scarcity, which would indicate that higher prices are almost unavoidable. Futures are being sparingly dealt with, and the immediate future would seem to hold promise of advances being made. This condition is being reflected to some degree in the local market, and most certainly declines will not be registered under the present outlook.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 38
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory	0 40	0 60
Mace	0 90	1 10
Pastry	0 25	0 32
Pickling spice	0 22	0 25
Peppers, black	0 38	0 40
Peppers, white	0 40	0 48
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 28	0 35
Carraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	0 96
American high test	....	....
2-oz. packages, doz.	....	1 45
4-oz. packages, doz.	2 60	2 80
8-oz. packages, doz.	....	5 45
8-oz. tins, doz.	5 05	6 00
Tartarine, barrels, lb.	....	0 21
Do., kegs, lb.	....	0 23
Do., pails, lb.	....	0 25
Do., 4 oz., doz.	....	0 90
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Almonds And Brazils Up 1c; Walnuts Coming

Toronto.

NUTS.—New Tarragona almonds have registered an advance of 1c per pound, and now show a range of from 21c to 23c

per pound in sack lots. Brazils are also 1c higher, and are being quoted at 15c per pound in sack lots. Sales during the past couple of weeks have been heavy owing to the festive season approaching, when the Jewish demand is large and stocks in wholesalers' hands have been materially reduced. A shipment of new shelled walnuts is expected about April 15, and orders are being taken for delivery after that date at 68c to 70c per pound. Shelled filberts are expected to reach the market at the same time. Quotations now prevailing are:

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 26
Walnuts, Grenobles, lb.	....	....
Walnuts, Manchurian, lb.	....	....
Filberts, lb.	0 18	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 22	0 23
Do., No. 1 Virginia, roasted	0 21	0 22
Brazil nuts, lb.	0 15	0 16
Cocoanuts, per 100	....	7 50
Shelled—		
Almonds, lb.	0 40	0 45
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 68	0 75
Peanuts, Spanish, lb.	....	0 19
Do., Chinese, Japanese, lb.	....	0 17

Situation In Beans Remains Unchanged

Toronto.

BEANS.—Little of interest has marked the situation in beans. Domestic are in light supply, and no foreign are being offered. Limas show an advance of from ½c to 1c in sack lots at 18½c and 19c per pound. The demand for available stocks is reported good.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 50	9 00
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	....	9 00
Rangoons, per bush.	6 60	7 00
Yellow eyes, per bushel	....	....
Japanese Kotenashi, per bush.	....	8 00
Limas, per pound	0 18½	0 22

Odd Shipments Of Rice Reaching Market

Toronto.

RICES.—Odd shipments are reaching the city, but not in sufficient volumes to place stocks in what might be termed abundant quantities. It is intimated that California rice is being used largely in making flour, selling as a substitute for wheat flour. Eastern rices may be diverted to Russia to relieve conditions, which are reported to be bordering on starvation. If that happens, the position locally on these will not be hard to define. The lowest price offering on Japans, fancy, is now 10½c per pound, ½c up from last week's low figure. Chinese XX in some quarters are being quoted at 9c and 9½c per pound.

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas	11 00	11 50
Honduras, fancy, per 100 lbs.	12 00	12 50
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 50	9 25
Japans, fancy, per 100 lbs.	10 50	12 00
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	8 25	9 50
Do., Simiu	11 00	11 50
Do., Mujin, No. 1	10 25	10 50
Tapioca, per lb.	0 14½	0 15

Advance Recorded In Rolled Oats

Toronto.

PACKAGE GOODS.—An advance has been made in Robin Hood oats during the week, the round, family size, 20's, selling at $6.35 per case, and regular 18's at $2.30 per case. In some quarters rolled oats are reported very scarce, and supplies are not coming forward rapidly enough to take care of the demand. No change in other lines has been made, though a narrowing tendency is noticeable in range of prices. Business generally is said to be splendid.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 75	6 35
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	....	5 80
Shredded wheat, case	....	4 25
Cornstarch, No. 1, pound cartons	....	0 11
No. 2, pound cartons	....	0 10
Starch, in 1-lb. cartons	....	0 11
Do., in 6-lb. tins	....	0 12½
Do., in 6-lb. papers	....	0 09½

New Maple Syrup Expected Soon

Toronto.

HONEY, MAPLE SYRUP.—New crop maple syrup is expected to be available shortly, and reports intimate that prices may be somewhat higher. Changes in a couple of lines have been made as follows:—Small's maple syrup, 16-oz., is being quoted at $7 case, and 32-oz. at $6.30 case. Quebec, 16-oz., has advanced to $5 case, and 32-oz. to $4.30 case. Honey continues unchanged, with fair demand existing.

Honey—		
Clover, 5 and 10-lb. tins	0 22	0 23
Do., 54s, case	....	....
60-lb. tins	....	....
Buckwheat, 60-lb. tins	....	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	....	....
Do., 10oz., doz.	....	....
Do., 12-oz., doz.	....	....
Do., 16-oz.	....	....
Maple Syrup—		
No. 1, gallon tins, 6 to case	11 70	12 60
No. 2, half gal. tins, 12 to case	12 25	14 20
No. 3, quart tins, 24 to case	12 25	15 55
No. 3, quart bottles, 12 to case	5 50	7 00
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	....	13 50
5-gallon tins, Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Big Decline In Apples; Strawberries Arrive

Toronto.

FRUIT.—Both Ontario and Nova Scotia apples, winter varieties, straight No. 3, registered big declines during the week. Heavy stocks and a desire to unload before a complete loss might be sustained have been factors in the revised prices, which now range for Ontarios from $2 to $3 and Nova Scotia from $1.50 to $2.50 per barrel. The first car of Louisiana strawberries has reached the local market, and these are reported to be an excellent quality. The prices for pink 24's is 21c per box. Prices on Porto Rican pineapples are very high in the New York market, and this is reflected locally, where quotations on 24's and 30's are $8 case. Further shipments are moving towards this market. Prices on California navels have been withdrawn in some quarters, and those available show a firmer tone, as noted below. Florida oranges in the primary markets have attained very high levels, and with prices being offered in the New York market very limited supplies are expected to be offered locally. California seedlings, 150's, 176's, 200's, 216's and 250's, are being sold at $7.75, and 288's, 324's and 360's at $7. Florida grapefruit are light in supply and exhibit a firmer trend, though the range on 36's and 46's from $4.50 to $5.25 case shows a lower price than that offered last week. Porto Rican are higher in New York. Shipments of Cuban and Florida are reported on the way to the local market. Boxed apples are coming in freely and a good consumption is reported.

Apples—		
Boxes, Spitzenberg	2 75	3 25
Winesaps, box	3 00	....
Rome Beauty, box	2 90	3 25
Ontario—		
Baldwins, No. 1, bbl.	6 50	....
Greenings, No. 1, bbl.	6 50	7 00
Northern Spys, tree runs	5 50	....
Mann, No. 1, bbl.	....	6 00
Do., No. 2, bbl.	....	5 00
Pewakee, No. 1, bbl.	5 00	6 00
Do., No. 2	4 00	5 00
Starks, No. 1, bbl.	5 00	6 00
Do., No. 2	4 00	5 50
Ben Davis, No. 1, bbl.	4 00	5 00
Do., No. 2, bbl.	3 50	4 00
Spys, No. 3	4 00	5 00
Winter varieties, straight No. 3	2 00	4 00
Nova Scotia—		
Baldwins, No. 1	....	5 50
Do., No. 2	....	4 50
Wagner, No. 1	5 00	6 50
Do., No. 2	4 00	6 00
Starks, No. 1	5 00	5 50
Do., No. 2	4 50	5 00
Winter varieties, straight No. 3	1 50	2 50
Bananas, yellow, bunch	3 50	4 00
Grapefruit—		
Jamaica, 46s, case	....	....
Do., 64s, 96s, case	....	....
Do., 80s	....	....
Florida, 36s, 46s, case	4 50	5 25
Do., 54s, 64s, 80s, 96s	5 00	5 50
Cuban and Porto Rico, 54s, 64s, 80s, 96s	5 00	5 25
Oranges—		
California Navels—		
80s	5 00	6 00
96s	6 00	....
100s	5 50	6 00
126s	6 50	7 00
150s	7 50	8 00
176s, 200s, 216s, 250s	8 00	8 50
Florida Oranges—		
80s, 96s, 100s	....	....
126s	....	7 50
150s	....	8 00
176s, 200s, 216s, 250s	....	8 00
Lemons, Cal., case	....	7 50
Do., Messinas, box	....	6 50
Pears, Cal., box	....	....
Pineapples, Porto Rican, cs. 24-30s	....	8 00
Rhubarb, dozen	1 35	1 50
Malaga grapes, keg	....	10 00
Strawberries, pints, 24s	....	0 21

Potatoes, Beets And Parsnips Decline

Toronto.

VEGETABLES.—A further decline of 15c in Ontario and 20c in N. B. Delaware potatoes occurred during the week, bringing lowest quotations on the former to $1.75 and the latter $1.80 per bag. A big drop in beets and parsnips has been registered, the low quotations on each being $1 per bag. Turnips are lower, being quoted at from 50c to 65c per bag; while Canadian cabbage in barrels is selling from $3 to $3.50. The first car of Florida tomatoes reached the city during the week, 120's, 144's and 180's being quoted around $9 case. Domestic green onions show an upward trend in quotation of 30c dozen over 25c prevailing last week. The first car of celery is reported in, and is selling at $3 crate. California in light supply, shows a range of from $5 to $6.50 case. Prices ranging on all lines are given herewith:

Beets, bag	1 00	1 35
Brussel sprouts, quart	....	....

Cauliflower, Cal., standard crates	4 00	....
Cauliflower, Cal., pony crates...	1 75	2 50
Cabbage, Canadian, barrel	3 00	3 50
Carrots, bag	0 50	0 60
Celery, Ontario, doz.	....	....
Do., California, case	5 00	6 50
Cucumbers, Boston, doz.	3 00	3 25
Lettuce, leaf, doz. bunches.....	0 25	0 35
Do., head, hampers	2 00	3 75
Mushrooms, basket	2 75	3 50
Onions—		
Spanish, crates	4 00	4 50
Spanish, half crates	2 40	2 50
Do., Canadian, 75-lb.	1 25	2 00
American, 100-lb. sacks	2 00	2 75
Potatoes—		
New Ontario, bag	1 75	1 90
N.B. Delawares	1 80	2 00
P.E.I., bag	....	1 75
Sweet, hamper	....	5 00
Spinach, box	0 60	0 75
Tomatoes—		
Floridas, 120s, 144s, 180s, case	....	9 00
6-basket crate, per crate.....	....	11 00
Parsnips, bag	1 00	1 35
Parsley, doz. bunches	0 75	1 00
Peppers, green, dozen	0 50	1 25
Turnips, bag	0 50	0 65

No New Developments In Flour Situation

Toronto.

FLOUR.—No new developments have marked the week in respect to flour, but the general feeling existing is easier as regards supplies. Railways continue to make improvement in moving grain to milling centres, and the output of flour is steadily gaining. The higher freight rates have made no change in prices.

War grade, 74% extraction—		
Manitoba spring wheat.	11.10	11.30
Ontario winter wheat...	10.60	11.10
Blended, spring and winter	10.85	11.20

Freight Rates Result In 40c Advance In Mill Feeds

Toronto.

MILL FEEDS.—It is understood that the 40c advance made in mill feeds, bringing bran to $35.40 and shorts to $40.40 per ton, has received the approval of the Food Control Board. New prices have been adopted on this basis. The demand still continues heavy, but some increase in output is reported owing to larger receipts of grain and a consequent speeding up of mills.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	$35 40	$37 40
Shorts	40 40	42 40
Special middlings	50 00	.....
Feed flour, per bag	.....	.....

Receipts Of Corn Reported; All Lines Steady

Toronto.

CEREALS.—Corn has reached the city during the week, which, it is said, will enable millers to at least clean up back orders, even if they are unable to undertake much new business. Gold Dust cornmeal is being quoted at $6.50 per 98-lb. bag in some quarters. Pearl and pot barley have been advanced by some wholesalers, the pearl being quoted at $9 per bag in full bags and $9.50 in smaller quantities; while the pot has gone to $7 per bag in full bags and $7.50 in smaller lots. Graham flour shows a slightly higher tendency in quotations of $6.25 per bag in full bags and $7 in small lots.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s ...	$7.35-$ 7.95	$ ....-$ 9.50
Barley, pot, 98s	6.00- 6.50	6.00- 7.50
Cornmeal, 98s	6.50- 7.00	7.00- 7.25
Corn flour, 98s	....-	6.50- 7.35
Farina, 98s	...-	7.00- 8.00
Graham flour, 98s....	5.60-	6.00- 7.00
Hominy grits, 98s	....-	6.50- 6.60
Hominy, pearl, 98s	....-	6.50- 6.60
Rolled oats, 90s.....	5.75- 5.90	5.85- 6.10
Oatmeal, 98s	6.50- 7.00	6.50- 7.00
Rolled wheat, 100-lb. bbl.	....-	6.50- 7.00
Wheatlets, 98s	....-	7.00- 8.00
Peas, yellow, split....	9.50- 10.00	10.00- 10.50
Blue peas, lb.....	....-	0.13- 0.15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, March 27.—Jobbers continue to draw attention to the difficulty they are having getting gods, and talk as though before long the situation will be more serious. While there have been no more embargoes placed by the American Government lately, the situation as regards California raisins is an example of what is likely to take place in any line. California raisins are practically withdrawn with the exception of a few lines that are not big sellers. Many lines of nuts are practically off the market. Japan rice has been withdrawn this week.

Some mills have advanced price 50c to 75c per sack on barley due to short supplies. A big demand has opened up with the arrival of spring for canned vegetables and fruits, stocks are light and markets are very firm, especially on tomatoes and corn. Dried peaches are very scarce. The sugar situation has not improved much.

Little Improvement In Sugar Situation

Winnipeg.

SUGAR.—There has been no improvement in the situation as yet, and refineries are still away behind filling orders, and cannot say much yet when they will be able to fill.

Evaporated Apples May Decline Even Further

Winnipeg.

DRIED FRUITS.—Portuguese figs have arrived on the market selling at a very high figure. Dealers may look for higher prices on California figs as well, as they are very hard to get. Evaporated Apples.—A startling decline has taken place in the market for apples, which are selling here to-day at 19½c in 50 lb. boxes, and will go lower than that before very long. The obvious reason for this decline is the fact that evaporated apples have not been selling on account of the high price, and shippers who have been holding them down East for higher prices have had to unload. This was expected, as the consumption of evaporated apples has been curtailed, and it is believed here that the export sales have also dropped off on account of the difficulty getting tonnage. Raisins.—Mention was made last week of difficulty getting seedless raisins from California. The difficulty is worse this week as California raisins are practically withdrawn with the exception of a few lines which are not big sellers here. However, the fact must not be lost sight of that good stocks are held in Winnipeg.

Santa Clara Prunes—			
90-100s, 25-lb. boxes, per lb...	....	0 10	
80-90s, 25-lb. boxes, per lb.	...	0 10⅝	
70-80s, 25-lb. boxes, per lb....	...	0 11¼	
Apples—			
Choice, 50-lb. boxes, lb.	....	0 19½	
Pears, choice, 10-lb. bxs., faced, lb.	....	0 15½	
Apricots—			
Choice, 25's	0 23¾	0 25	
Choice, 10's, per box	....	2 48	
Peaches—			
Choice, 25-lb. boxes	....	0 15	
Currants—			
Fresh cleaned, half cases, lb., Australian	....	0 21	
Dates—			
Hallowee, 68-lb. boxes	....	0 20	
Fards, box, 12 lbs.	....	2 30	
Raisins, California—			
16 oz. fancy, seeded	....	0 11⅞	
16 oz. choice, seeded	....	0 11	
12 oz. fancy, seeded	....	0 09¼	
12 oz. choice, seeded	....	0 08¾	
Raisins, Muscatels—			
3 crown, loose, 25's	....	0 11	
3 crown, loose, 50's	....	0 10½	
Raisins, Cal. Valencias—			
3 crown, loose, 25-lb. boxes...	....	0 10½	
3 crown, loose, 10-lb. boxes...	....	0 11	
Figs—			
California, white figs, 25s.....	....	0 12¾	
Peel—			
Candied lemon, boxes, lb.....	....	0 23½	
Candied orange, boxes, lb.....	0 25	0 26½	
Candied citron, boxes, lb.....	0 30	0 31	
Cut mixed, 7-lb. boxes	....	0 28½	

Corn Syrup And Starch Very Scarce

Winnipeg.

CORN PRODUCTS.—Corn syrup is said to be very scarce as well as corn starch and while an advance has not gone into effect yet, it is stated that there may possibly be one before long. The corn situation is not improving much. Cornmeal is very hard to get. Jobbers state that some syrup manufacturers will not take orders except at open prices and subject to delay. Now that one of the biggest sellers of cane syrup is temporarily off the market it is expected that the demand for corn syrup will be unusually heavy.

Walnuts Firm And Very Scarce

Winnipeg.

NUTS.—Practically all nuts are hard to get and markets are firm, particularly on walnuts and peanuts. A jobber stated to-day that he expected before many months that there would be no peanuts offered at all in the primary market. Some jobbers advise that they are out of walnuts in shell altogether, and prices being asked on shelled walnuts are very high, and are expected to go higher. If jobbers bought on to-day's market they would pay more than the price they are selling at.

Siam Rices Up; Japan Rice Withdrawn

Winnipeg.

RICE.—Another advance has taken place in the primary market on rice, Siams advancing $5 per ton, and Japanese rices having been withdrawn from

the market altogether. It is believed this is due to the fact that Japan is contemplating an advance into Siberia; if she does, it is natural to expect that she will place embargoes on her food products just as the United States did when she entered the war. Siam rices based on to-day's prices would cost more than what the retailer is paying. To be exact the cost to-day is $8.30 per cwt. for first quality Siam rice.

Higher Freight Rates Send Canned Goods Up

Winnipeg.

CANNED GOODS.—Jobbers here have advanced quotations five and ten cents per case on canned vegetables because of the recent increase in freight rates. They report the canned goods market very firm, particularly on tomatoes and corn.

Big Decline In Potatoes Expected

Winnipeg.

FRUIT AND VEGETABLES.—Potatoes continue to be quoted at $1.00-$1.10 per bushel, but there are lots in the hands of farmers being held for higher prices. The trade are confidently expecting a decline before long. New Florida tomatoes are expected this week to sell around $7 to $8 per case. Imported leaf lettuce has arrived at 50c per doz. Cucumbers are selling at $6.50 per box or $3.50 per dozen. Florida celery is beginning to arrive, and will bring about $4.50 for 4 doz. crates. Imported parsley has dropped to 50c per doz. Parsnips are now selling at $4 per cwt. Rhubarb has jumped to 18c per lb. due to shortage. Fruit.—There has been a decided falling off in the demand for apples no doubt due to the higher prices being asked. This usually takes place about this time of the year and lasts for about a week, after which the public return to apples, and the demand is heavier than it was before. Louisiana strawberries arrived last week and were cleaned up very quickly; fresh supplies are in this week bringing $5.50 per case of 24 pints. Poor crop of Valencia oranges has resulted in a very firm market, new arrivals bringing $7-$8 per case. Messina lemons are down to $7 per case, and Californias $8.50. Grapefruit has dropped to $5 per

Artichokes, doz.	....	2 50
Cabbage, lb., local	....	....
Cabbage, imported	....	0 05
Cauliflower, Cal., doz.	....	2 50
Celery, Cal., crate 100 lbs.	....	6 00
Potatoes, Albertas	1 00	1 10
Potatoes, sweet, hamper	....	6 00
Carrots, cwt.	....	2 50
Carrots, new, doz.	....	1 25
Turnips, cwt.	....	2 00
Head lettuce, Cal., doz.	....	1 00
Head lettuce, Cal., case 4 doz.	....	3 50
Tomatoes, Cuban, 6-bkt. crate	....	10 12
Onions, Valencias, large case	....	6 00
Onions, yellow and red, cwt.	....	3 00
Radishes, doz.	....	0 70
Parsley, imported, doz.	....	0 50
Parsnips, cwt.	....	4 00
Brussels sprouts, lb.	....	0 20
Rhubarb, lb.	....	....
Shallots, doz.	....	1 00
Fruits—		
Apples	2 25	3 00
Oranges, Porto Rico	....	5 50
Oranges, navels	....	7 50
Lemons, Messinas	....	7 00
Lemons, Cal.	....	8 50
Bananas, lb.	....	0 07
Grapefruit, Florida, case	5 00	5 50
Strawberries, box	....	0 70

N eed of Increased Poultry and Egg Production

Canada at Present Not Producing Her Own Requirements—Urgent Need for Government Aid and Instruction to Improve Production

WHAT is the exact situation with regard to the poultry and egg production in 1918? In an interview with a large produce man in Montreal this week, CANADIAN GROCER was very much impressed with the possibilities of small poultry raisers decreasing their flocks which would result in a serious situation.

"Canada is not producing her needs at the present time," said this informant, either in eggs or poultry. "The Government," he continued, "should take an interest in the small producers by giving a prize in each district, either a cash prize or an offer of some high-grade stock that would not only stimulate interest in these centres, but serve to advance the poultry business and gradually place it upon a better basis."

It is really remarkable to what an extent the poultry business is in the hands of and dependent upon the activities and the interest of "back-lotters" and small farmers. Indeed, if we assume that in a district served by a town of say 5,000, there are the average number of people that take an interest in keeping from 25 to 150 fowls each, we are safe to estimate in a neighborhood of this kind from 100 to 200 keepers of poultry. Supposing them to keep an average of 35 hens each we have a total ranging from 3,500 to 7,000, and this is probably a very low estimate. In any case it will answer. We see that in ten districts of this kind we would have anywhere from 35,000 to 70,000 hens, and their producing power is readily understood.

At the present time feed is really obtainable only at a prohibitive price. It was clearly indicated in this interview, from the knowledge of the informant, that many workers who had kept hens previously had ceased to keep them simply because they could not buy feed in the open market and continue to keep their flocks on a paying basis.

The main feature that seems to be substantiated is that the great portion of the available egg and poultry development of Canada is in the hands of the small producer, and a very large percentage of this creditable to the worker, the wage-earner, who has kept poultry, both as a hobby and as a means of supplying himself and his household with eggs, and with a nice surplus to sell.

"Would you think it possible for some of these people to agree upon a plan of getting a few acres of land and raising the wheat necessary to feed their flocks?" asked CANADIAN GROCER. "Yes, this should be possible, and it would give the feed to those undertaking this plan at a fair and probably at a satisfactory price."

The matter of getting egg production rests with the keeper of poultry, but our informant felt that the Government could do much to help the production if they would give simple, direct suggestions at the proper time regarding the feeding of hens for production.

It is unquestionable if the matter of increasing production is seriously undertaken, and the small producer realized as such a big factor in the present great need for foodstuffs that much good can be done, and probably many producers that have grown weary of endeavoring to make the poultry business "go," will be won back.

FRUIT PROFITS TO BE FIXED

Fruit prices for next season and the labor problem were two of the foremost subjects discussed at the recent annual convention of the Ontario Fruit-Growers' Association held in Toronto.

Daniel Johnston, of the Food Control Department, states that the Food Controller will no doubt have a great deal to do with the distribution of the fruit crop this year. The dealers' profits will be defined and extra handling of fruit with a view to making added profits will be prohibited. The speaker pointed out that the food control authorities have always tried to see that both producer and consumer are fairly treated. He deprecated the idea of a fixed price for fruit, claiming that such action would not tend toward the conservation of food.

Frank Hart, of the markets branch of the Provincal Department of Agriculture, pointed out the necessity for local fruit asociations maintaining their organization, so that if a big crop occurs this year they will be in position to handle it to advantage. He advised making full use of facilities for preserving fruit, and said that there are 150 evaporating plants and 100 canning factories in Ontario that ought to be kept busy next season if possible.

HOW ARE THE MIGHTY FALLEN

The fact that shark meat has been added to the food menu has inspired a writer in the N.Y. "World."

You who have torn all ties of brotherhood
And big and little gods to atoms battered,
O war! you've gone and left another good
Old idol shattered.
The shark, mad monster of the seas afar,
Who left the water to a red froth beaten,
Instead of eating up the lone jack tar,
Is being eaten!

Has the swift fin that slithered seas aslant,
And left the basking turtles all unquiet,
Become to-day a mere concomitant
Of Boston diet?

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 26.—Margarine is back on the market again and is selling at 39 cents. It has had no effect on butter prices, which are firm and even indicate a tendency to advance, while on the face of it lard has gone up to 29½c and compound to 27½c. Fresh eggs have slipped down to 47c. Many are going into storage at that figure, and some experts claim the market will not go below 40c this year. Local potatoes have been coming in during the last week. and have been selling at $24 to $25 a ton. High grades remain firm at $35. The last car of navel oranges is rolling. They will sell at $8.75 a box. Seedings and Mediterranean sweets will now be coming, one car of latter is already rolling and will sell at $7. Stocks of rice are very low and there is almost a famine situation in honey.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85	10 95
Rice, Siam, No. 1, per ton	....	165 00
Do., Siam, No. 2	....	150 00
Beans, Japanese, per lb	....	0 14½
Beans, B.C., white	....	0 18
Potatoes, per ton	24 00	35 00
Lard, pure, in 400-lb. tierces, lb.	....	0 29½
Lard, compound	....	0 27½
Butter, fresh made creamery, lb.	0 53	0 56
Margarine	....	0 39
Eggs, new-laid, in cartons, doz.	....	0 47
Eggs, California	....	0 59
Cheese, new, large, per lb	....	0 25
Oranges, box	7 00	8 75
Salmon—		
Sockeye, halves, flat case	...	16 60
Tall, case	....	14 00
Pinks, case	8 25	10 25
Cohoes	11 00	13 00
Chums	7 50	9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, March 26.—Sugar has advanced 15 cents a sack. Roger's syrups advanced 10c a case, while prices on corn syrup have been withdrawn. Rolled oats dropped 25c making 80's, $5. Siam rice is selling at 9c; No. 1 China, $4.50; No. 2, $4.15. Ivory soap has advanced 85c a case, and advances on other lines are expected. Pears' soap now sells at $1.80 a doz. All smoked meats are ½ cent higher. Lemons are selling at $8. Oranges, $6-$.50, evaporated apples at 24c. Eggs are at $12 a case. Peanut butter, flax seed, linseed meal and pure gold puddings are all higher this week.

CALGARY:

Beans, small Burmah, lb.	....	0 11
Flour, 98s, per bbl.	....	10 45
Molasses, extra fancy, gal.	....	1 05
Rolled oats, 80s	....	5 00
Rice, Siam, cwt.	....	9 00
Rice, China, per mat, No. 1	....	4 50
Do., No. 2	....	4 15
Tapioca, lb.	....	0 14½
Sago, lb.	....	0 14½
Sugar, pure cane, granulated, cwt.	....	10 35
Cheese, No. 1 Ontario, large	....	0 25
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	....	0 40
Lard, pure, 3s, per case	....	17 70
Eggs, new laid, case	....	12 00
Candied peel, lemon, lb.	....	0 30
Tomatoes, 2½s, standard case	4 90	5 50
Corn, 2s, standard case	5 25	5 50
Peas, 2s, standard case	....	4 00
Apples, gals., Ontario, case	....	3 50
Strawberries, 2s, Ontario, case	6 50	6 80
Raspberries, 2s, Ontario, case	6 50	6 80
Apples, evaporated, 50s, lb.	....	0 24
Apricots, evaporated, lb.	....	0 26½
Peaches, evaporated, lb.	....	0 16
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	....	9 50
Salmon, Sockeye, tall, case	....	16 25
Do., halves	....	18 25
Potatoes, per ton	....	36 00
Navel oranges, case	6 00	8 50
Lemons, case	....	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 26—Eggs are coming in well and have about reached the point where local consumption will not take care of the supply, consequently prices are declining 36c was the price quoted to-day for new laids. There were 402 cases purchased by Regina firms during the past week, and several firms expect to start packing for export butter within a few days.

There is no poultry of any description on the market. Ivory soap has advanced 25c a case. Siam rice is quoted at $8.25. Spring has opened up exceptionally early, and seeding has commenced at some points.

REGINA—

Beans, small white Japans, bu.	....	7 50
Beans, Lima, per lb.	....	0 22
Flour, standard, 98s	....	5 27½
Molasses, extra fancy, gal.	....	0 70
Rolled oats, bails	....	4 95
Rice, Siam, cwt.	....	8 25
Sago and tapioca, lb.	....	0 15½
Sugar, pure cane, gran., cwt.	....	10 07
Cheese, No. 1 Ontario, large	....	0 25½
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 00
Bacon, lb.	....	0 42
Eggs, new-laid	....	0 36
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	5 25
Corn, 2s, standard case	....	4 60
Peas, 2s, standard case	4 20	4 25
Apples, gal., Ontario	2 90	3 50
Apples, evaporated, per lb.	....	0 21
Strawberries, 2s, Ont., case	....	6 30
Raspberries, 2s, Ont., case	....	6 85
Peaches, 2s, Ontario, case	....	4 30
Plums, 2s, case	....	3 40
Salmon, finest sockeye, tall, case	....	15 50
Salmon, pink, tall, case	....	9 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 41	0 42
Bacon, roll	0 22	0 24
Potatoes, per busb.	....	1 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, March 26.—Sugar shows an advance of 30c in all grades, Manitoba flour is a trifle easier. Molasses is quoted at $4.50. Eggs are becoming decidedly more plentiful and are quoted 4c-6c lower selling from 49c-51c. Butter also is somewhat easier in price. Bacon too shows a noticeable decline; while potatoes are quoted at $3.75 a decline of 25c for the week. Oranges are very high in price, but lemons are slightly easier.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	....	12 05
Ontario	....	11 95
Cornmeal, gran., bbls.	....	14 50
Cornmeal, ordinary, bags	....	4 75
Molasses, extra fancy, gal.	....	0 87
Rolled oats, bbl.	....	12 50
Beans, yellow-eyed	....	10 25
Beans, California white	....	10 00
Beans, British Columbia white	9 75	10 00
Rice, Siam, cwt.	....	9 00
Sago and tapioca, lb.	0 17	0 18
Sugar—		
Standard granulated	8 90	8 95
No. 1 yellow	8 40	8 45
Cheese, N.B., twins	0 24	0 25
Eggs, new-laid	0 49	0 51
Eggs, case	....	0 52
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 45
Butter, dairy, per lb.	0 40	0 42
Butter, tub	0 38	0 40
Margarine	....	....
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	67 00	70 00
Beef, corned, 1s	....	4 25
Tomatoes, 3s, standard, case	....	5 40
Raspberries, 2s, Ont., case	6 20	6 45
Peaches, 2s, Ontario, case	....	4 40
Corn, 2s, standard case	....	5 00
Peas, standard, case	....	4 00
Apples, gals., N.B., doz.	....	4 50
Strawberries, 2s, Ont., case	6 00	6 20
Pork and beans, case	4 00	5 50
Salmon, Reds	....	15 50
Potatoes—		
New, native, barrel	....	3 75
Onions, Canadian, 75 lbs.	....	2 50
Lemons, Cal., Messina, case	8 00	9 00
Oranges, California, case	8 00	10 00
Grapefruit, case	....	6 50

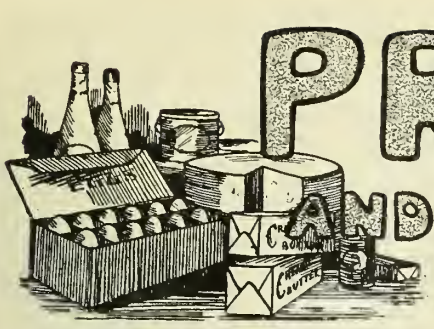
A SPLENDID INVESTMENT.

The MacLean Publishing Co., Ltd.

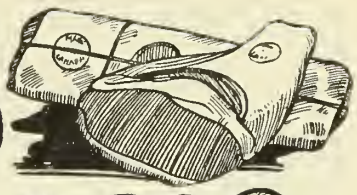
Dear Sirs,—Enclosed please find cheque for $3 for year's subscription to CANADIAN GROCER. I feel that this is the best $3 I have ever spent. I am confident that it has come back one hundred fold.

M. A. BARKLEY.

Bouck's Hill, Mar. 4, 1918.



PRODUCE AND PROVISIONS



Higher Prices by Better Service

J. A. Debien, Montreal, Maintains Meat Department on Paying Basis—A Growing and Profitable Department—Many Points of Interest in the Activities of the Store

"DESPITE the fact that I have two competitors within a few doors, and one of these is on the opposite corner; notwithstanding this I am able to get from three to four cents a pound more for the meat that I sell than these stores get for theirs," said J. A. Debien, a Park Avenue grocer of Montreal, to CANADIAN GROCER. "How do you account for this, and how are you enabled to secure this advantage?" was asked. "Well, we think it is because we give the people the service they desire, in surroundings that appeal to them," said Mr. Debien, and the fact that seven men are required to look after the business of the meat department alone connected with this store would indicate that this is the case. In addition to this the very best meats are carried in stock.

The Store's Watchwords

There are three distinct policies that have been followed here with success. That the management has proven its wisdom in adopting these would appear from the fact that they have contributed in making the turnover sixfold more than it was ten years ago. And of the total business done in both meat and grocery departments the meat turnover claims one-third.

Prompt, Quick Delivery

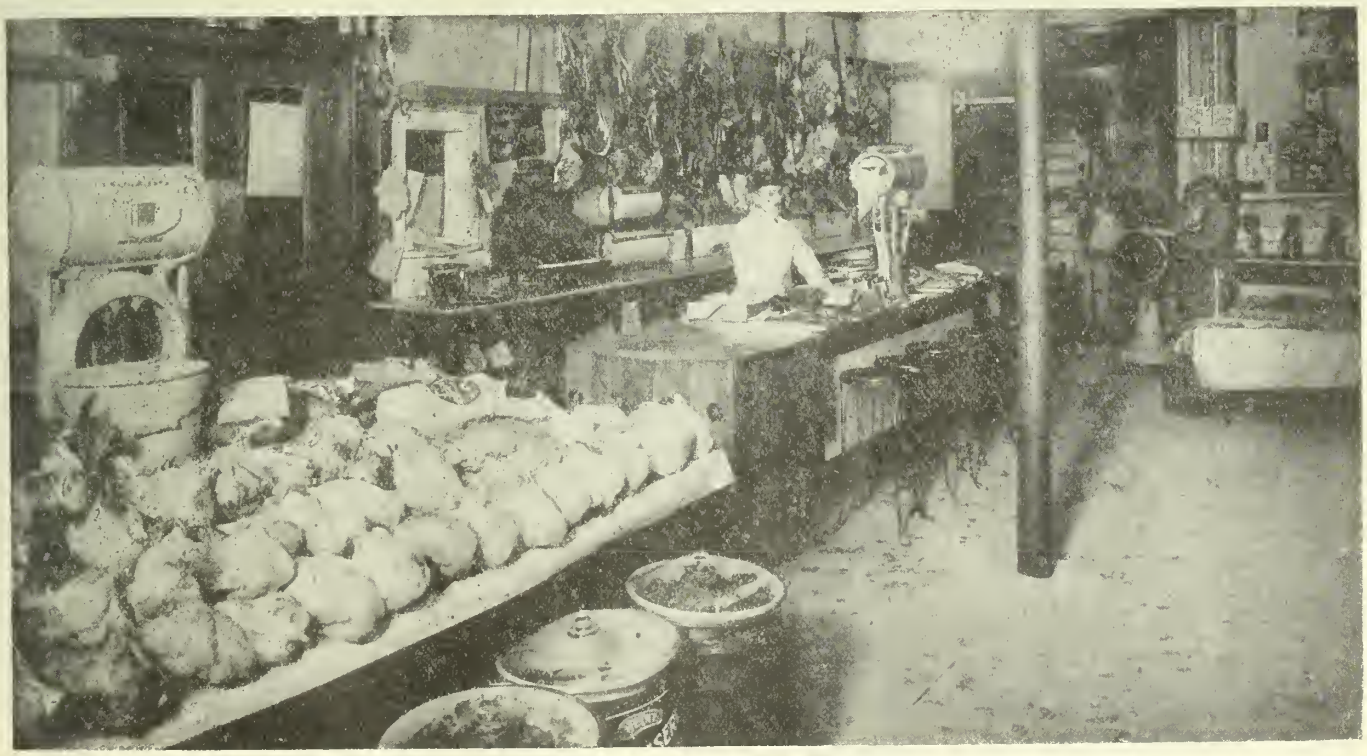
"My first policy is that of prompt and quick delivery," said Mr. Debien. "This includes prompt attention to telephone calls, of which there are many, as well as the necessity of getting the goods to our customers as quickly as possible." In the case of immediate delivery of items being desirable, a boy is despatched as soon as the order is received and the goods wrapped. As an instance of how this works out, it was cited that calls would come in at the dinner hour for a pound of ham, a tin of vegetables, or some specialty, as the item had been overlooked, and asking if delivery could be made then. This was always done, and in the long run this policy had proven satisfactory.

To Have the Goods Wanted

The second policy has been that of always having a comprehensive stock of what may be called for. By careful attention to the tastes of customers it has been possible to provide for the needs that will arise, and in this way to give an exceptionally good service. "When a new article comes on the market I always try it out," said Mr. Debien, "and if it is all right it usually is kept in stock regularly."

The Clerks' Part in the Matter

Just here a very interesting point was made. The salesmen are required to



A view in the Meat Department of the J. A. Debien Store, showing the attractive appearance, which is one of the most effective means of building trade.

state each week just what lines are selling and those that are not, and steps are taken to regulate the purchases accordingly for the following week or month. With each salesman responsible for a given number of lines this matter is easily and systematically handled, and in addition the stock is kept fresh and saleable at all times.

The All-Essential Quality

The emphasis placed upon quality is borne out very decidedly in the meat department of this store. As stated before, meat prices here are not governed in any wise by those obtaining in the near-by competitive shops. Montreal is a place where a great percentage of the population insist upon having the choicer cuts of meats and the finest grades of poultry and cured meats. In accordance with the firm's policy, therefore, to offer reliable and acceptable meats, they have found that adherence to this matter of quality has enabled them to secure a fair price, and consequently a reasonable margin of profit, which some stores claim they cannot maintain. One man alone does all the buying of meats.

Attention to Juvenile Customers

"Please the child and you please the mother," said Mr. Debien. This is something that has been given more than ordinary consideration here, and the smallest customer entering the store is served just as promptly and as carefully as her parents would be. In fact it was stated in the course of this interview that if a child came into the store before an adult customer, service would be rendered first. This is one point which many storekeepers do not emphasize, and it might be well to think over its importance. Any surplus change is carefully wrapped and returned by being placed inside the outer wrapping. Every single parcel or bundle of parcels is carefully wrapped and this is considered good business.

The Telephone System

Since most, or a very large percentage of orders come by telephone, it has been found necessary to use the exchange system here. Calls for the meat department often designate a particular clerk. These calls come into the exchange girl and immediate service is afforded the party on the telephone with the clerk who usually fills her orders and who knows what she prefers in the way of different cuts. The men are called to the telephone through one, two, three, or four rings being given, each clerk having his own number. On busy days such as Saturday, a boy is kept on the telephone to save the clerk's time and ensure more promptness.

The Delivery System

One light automobile is made use of for delivering to most distant parts of the district served by the store. This eliminates delay and is found to be better than the lighter rigs used for close-in deliveries, and of which there are three or four. The latter are used because they have served the close-in trade better, and the cost of upkeep is reasonable. Deliveries are maintained between 8 a.m. and 7 p.m.

Asked as to the C.O.D. system, which many have discouraged and do not like, Mr. Debien stated that it worked satisfactorily, and especially with his meat department. If the woman of the house were out she usually left the money with the janitor of her apartment.

This has also been made possible through the maintenance of careful supervision over accounts. Mr. Debien checks over his accounts carefully from week to week, and in this way he has been enabled to tabulate the good and the undesirable customers and retain only the former for credit terms. Such close attention to this part of the business furnishes useful knowledge of those who are usually C.O.D. buyers.

Fish Sales Increase 50 Per Cent.

In these days of conservation much can be done to educate the buyer, and in this the purposes of food conservation are advanced. A good supply of fresh and frozen fish is carried, and through the maintenance of good stock the fish turnover has been increased by 50 per cent. This is stimulated through the present high prices for all kinds of meat, and by displaying the fish attractively in a refrigerator. The large increase in fish sales has been made in the fresh varieties such as halibut and salmon, dore and fresh cod.

The fish are kept in a separate refrigerator, and this eliminates all chance of contamination with other meats or products carried. It also keeps the fish in prime condition. Mr. Debien stated that he had also found the frozen varities to sell better, and they could recommend these to their customers as being fully of the flavor and soundness of the fresh caught fish. It was a matter of treating them properly—thawing them out just before wanted in cold water, and then preparing for use before they had been allowed to lose the freshness preserved in them while in the frozen state.

Mr. Debien feels that he has given his customers that degree of service which has served to greatly increase his trade, and the remark is often heard, "Go to Debien's, you can get it there." The buyer of to-day likes to purchase where there is the best variety of dependable goods.

THE NEW REGULATION REGARDING STORAGE EGGS

The Actual Terms of the Order Regarding the Actual Storing and Selling of Eggs

The handling of eggs should be arriving at a comparatively safe and sure basis. So many regulations have been formulated relative to the handling and sale of eggs that there apparently remains little hope for the bad eggs. If these regulations result, as it is hoped, in better handling conditions and as a protection against the enormous wastage in handling that has been in evidence all along from the producer up, then they will have achieved something eminently worth while.

The latest order on the subject known as Order No. 24 reads as follows:

"And whereas it is advisable to prevent, as far as possible, eggs from spoiling and to prevent the sale of spoiled eggs:

"Therefore, the Canada Food Board doth order that:—

1. No person operating any cold storage plant shall receive eggs for storage or shall store eggs therein without an accompanying certificate in writing from the owner of such eggs, certifying that said eggs have been candled and all bad and unsound eggs removed.

2. No person dealing wholesale in eggs shall receive or demand payment for bad eggs in excess of a margin of allowance of one per cent. on the total of each transaction.

3. This Order shall take effect on and after the sixteenth day of March, 1918.

Canada Food Board
HENRY B. THOMSON,
Chairman.'

FISH DESTROYED IN MONTREAL

There was a considerable quantity of fish destroyed after seizure recently in Montreal. This was confiscated by the authorities and, as it was unfit for consumption, it was sent out to make fertilizer or to be otherwise disposed of.

CANADIAN GROCER is informed that this fish was the accumulation of odd lots that are usually sent in from small dealers who cannot sell the quantities they have ordered and return to the wholesale fish merchant in the hope that he can dispose of it for him. Due to delays this fish often becomes spoiled. There also are shipments from time to time from the producing points, and these are quite often delayed until they are in bad condition.

All are put into cold storage, stated a large importer, and this is done until claims, which are subsequently made, are disposed of. In the meantime an inspector may come along, and as he has the right always to examine the cold storage plant and its contents, he orders the disposition of any and all supplies that are considered unfit for use. It is stated that this is the condition each season, and that the accumulation of certain small lots cannot be avoided.

A GOOD COMBINATION.

The MacLean Publishing Co., Ltd.

Dear Sirs,—I read three of your publications — CANADIAN GROCER — "MacLean's"—"Post," and they pay me for time spent on their perusal. The GROCER, one can't get along without. "MacLean's" I appreciate because of it being "up to the minute" on the swiftly changing conditions of to-day. "The Post" I have read for several years, and it has made money on my investment.

A party came in to-day and asked my opinion on Steamship preferred (he knew I read the "Post"). I told him to let me send in his subscription for "Post" and he would get his information first hand without my own construction on it. I told him it would give him a broader insight into the investment field and might possibly help him to hold on to what he now has.

J. H. WELLS.

Grimsby, Ont., Mar. 5, 1918.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

NEW high levels were established on live hogs during the week at $21.00 per 100 pounds, fed and watered. This is the highest price yet recorded for these on this market and is about $3.00 higher than the United States market.

Dressed meats are in very strong tone and have registered advances on practically all lines averaging 2c per pound. The demand even at high prices shows some improvement during the week.

Increased production marks the egg situation and imports of United States eggs show a falling off. The tendency is towards lower prices and at some points this result has been attained.

The margarine situation still remains somewhat in doubt. It had been thought permits would have been signed and in the shippers' hands before now but buyers are advised that these are still being held up. Butter is firmly maintained, though storage creamery shows a narrower tendency in some quarters. Fish is firmly maintained in all quarters and the biggest week's business in the year is anticipated.

Hog Prices Firm; Hams and Bacon Firm

Montreal.

PROVISIONS.—The delivery of hogs to the abattoir companies is still light and the prices have consequently ruled high. Sales have been made as high as $22 per hundredweight, as predicted definitely in last week's CANADIAN GROCER. They are seemingly scarce, from all the sources of information that can judge of the likely supply. Feed scarcity will serve to prevent a great deal of increase in the output, it would seem, for there are many farmers who seem unable to get the feeds that they are so much in need of to condition their hogs. Cured meats are firm and hams are up one cent per pound. Bacon prices are firm but unchanged. Trade is expected to rule actively this week and there has already been a good enquiry. Dressed hogs are higher, in view of the situation, and prices are from $28 to $29 per cwt.

Hogs, dressed—		
Abbatoir killed	28 00	29 00
Hogs, live	21 00	22 00
Hams—		
Medium, smoked, per lb.	0 33½	0 34½
Large, per lb.	0 30½	0 31
Backs—		
Plain	0 41½	0 42½
Boneless, per lb.	0 44½	0 45½
Bacon—		
Breakfast, per lb.	0 40½	0 42½
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 27	0 29
Long clear bacon, small lots	0 28½	0 29½
Fat backs, lb.	0 27	0 28
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 48
Hams, roast, per lb.	....	0 47
Shoulders, boiled, per lb.	....	0 40
Shoulders, roast, per lb.	....	0 42

Lard Differential Reflects In Prices

Montreal.

LARD.—There is a firm undertone to the lard market this week again and the differentials have been changed as a result of higher prices for containers. The tub lard price is ½c advance over that of the tierces and the pails ¾c advance. A price of 32¾c is asked for the bricks. Trading is fair and will probably be so during Easter week. The shortage of hogs will probably tend to keep prices very firm.

Lard, Pure—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 60 lbs.	....	0 31½
Pails	....	0 31¾
Bricks, 1 lb., per lb.	....	0 32¾

Prices On Shortening Hold And Trade Good

Montreal.

SHORTENING.—Demand for this product is still good and sales are made on the basis of held prices, with the advance for differentials on containers making a slight advance. Thus, tubs are now selling at 26½c per lb. and pails at 26¾c. For bricks 27¾c is being asked. The delivery of cottonseed oil is improved and this will serve to have a stabilizing effect on the prices.

Tierces, 400 lbs., per lb.	....	0 26
Tubs, 50 lbs.	....	0 26½
Pails, 20 lbs., per lb.	....	0 26¾
Bricks, 1 lb., per lb.	....	0 27¾

Little Live Poultry But Ample For Demands

Montreal.

POULTRY.—There is very little live poultry to hand these days and the market is much barer than it usually is for the season. The demand for frozen poultry is fair, and while there is less of this also, there is ample to meet the needs of the trade. The consumption is stated to be lighter than a year ago and the jobbers state that, in view of this, it is just as well. There will likely be a better demand for the Easter trade, particularly for the better varieties. Prices are held unchanged.

	Dressed	
Poultry—		
Old fowls	0 32	0 33
Chickens (milk-fed)	0 39	0 40
Roasting chickens	....	0 37
Young ducks	....	0 32
Turkeys (old toms), lb.	....	0 38
Turkeys (young)	....	0 40
Geese	....	0 30

Eggs Slightly Easier And Will Come Lower

Montreal.

EGGS.—The egg situation is one of improvement. Deliveries of new laids are limited from the Eastern parts of the province and from the Maritime districts also. This is because of colder weather prevailing there. The supply has been augmented from Western points—particularly from Western Ontario. Prices are a trifle easier and it is stated that these will ease still more if the present good deliveries are maintained. Absorption of stocks is readily effected through the active demand and this will improve in view of the heavy Easter trade. Receipts last week were about 7,000 cases against 6,581 a year ago.

Eggs—		
New-laid	....	0 47

Margarine Licenses Are Slow; Is Expected Soon

Montreal.

MARGARINE.—There is a fairly good demand for margarine. Those jobbers who are buying the Canadian-made product are still able to take care of their trade in a fair way and those who depend upon the U.S. makes have hopes that the essential licenses will be soon issued. Delays have been occasioned since the announcement that a fixed allotment had been made, which will defer shipments beyond the date expected. Prices hold unchanged as follows:

Margarine—			
Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Butter Unsettled But Prices Unchanged

Montreal.

BUTTER.—There is a continued good demand for butter and the supply is estimated in various quarters as being ample and in others as not being too great. In any case some uneasiness is expressed as to the holdings of butter that is of old make, for when the new butter comes in there is a general demand for the fresh-made. Prices may be shaded in the near future, some assert, and probably the larger offerings of margarine may have an easing effect on the market.

Butter—		
Creamery prints, storage	0 50	0 51
Creamery solids, storage	0 49	0 50
Creamery prints (fresh made)	0 50	0 52
Creamery solids (fresh made)	....	0 51
Dairy prints, choice	0 41½	0 44
Dairy, in tubs, choice	....	0 39

Quebec Using Cheese; Receipts Are Lighter

Montreal.

CHEESE.—There is a good demand for cheese from the Quebec district, where many make greater use of the same during the Lenten season. For the past week receipts were light and only 147 boxes were received as compared with 1,278 for the corresponding week of 1917. Few factories would therefore appear to be operating and it is probable that there will be an increase in the number making the product ere many weeks. Prices hold unchanged as follows:

Cheese—		
Large, per lb.	0 22½	0 23½
Twins, per lb.	0 22½	0 24
Triplets, per lb.	0 22½	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Fish Demand Expected Active This Week

Montreal.

FISH.—Trade has been somewhat smaller for the past couple of weeks. For this week it is expected there will be a fairly good demand and with three successive fast days this will probably be the case. In addition to the regular fast days preceding Easter, the Jewish holidays come early this year, and begin this week also. The earliness of Easter will mean that little or no fresh lake fish will be available although there will be a good supply of the frozen varieties. Lobsters have perhaps reached their limit at 75c to 80c per lb. Such supplies as are needed are now coming to hand more freely, although the demand has admittedly been smaller. Smoked haddies, green cod, pickled turbots are all easier, with new quotations, while fresh haddock, dores, pike, halibut and whitefish are higher, due to the dearth of supply.

SMOKED FISH.		
Haddies (fresh cured)	0 16	0 17
Haddies (frozen)	0 14	0 15
Haddies, fillet	0 19	0 20
Smoked herrings (med.), per box	0 22	0 23
Smoked cod	....	0 15
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	2 40	2 50
SALTED AND PICKLED FISH.		
Haddock	....	0 07
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.	6 75	7 00
Do., half barrels	....	7 00
Herring, No. 1 lake (100-lb. keg)	....	5 25
Salmon (Labrador), per bbl.		24 00
Do., tierces	....	34 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl.	....	14 00
Green Cod (large bbl.)	....	15 00
Mackerel, No. 1, per bbl.		22 00
Mackerel (½ bbls.)	....	12 00
Codfish (Skinless), 100-lb. box	12 00	12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package	0 14	0 18
Codfish, Shredded, 12-lb. box	2 20	2 25
Eels, salted	....	0 12
Pickled turbot, new, bbls.	....	15 00
Do., half barrels	....	7 75
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	....	0 16
SHRIMPS. LOBSTERS		
Lobsters, medium and large, lb.	0 55	0 60
Prawns, lbs.	....	0 30
Shrimps, lb.	....	0 30
Scallops		4 00
FRESH FROZEN SEA FISH.		
Herring, large sea, lb.	....	0 09
Herring, frozen lake, lb.	....	0 06
Halibut	20	21
Haddock	9½	10
Mackerel	17	18
Cod—Toms	3 00	..
Cod steak, fancy, lb.	09½	10
Salmon, Red	18½	20
Salmon, pale	14½	15
Salmon, Gaspe	..	26
FRESH FROZEN LAKE FISH		
Pike, lb.	0 10	0 11
Perch	0 12½	0 13
Whitefish, lb.	0 12	0 13
Lake trout	0 18	0 19
Eels, lb.	....	0 12
Dore	0 12½	0 13
Smelts, No. 1	0 18	0 19
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	....	0 24
Oysters—		
Ordinary, gal.	1 60	1 75
Malpeque oysters, choice, bbl.	....	10 00
Malpeque oysters (med.) bbl.	....	9 00
Cape Cod shell oysters, bbl.	....	11 00
Cape Cod Shell Oysters—		
5 gal. (wine) cans	....	10 00
3 gal. (wine) cans	6 50	7 50
1 gal (wine) cans	2 10	2 25
Oyster pails (pints), 100	....	1 50
Oyster pails (quarts), 100	....	2 10
Clams, med., bbl.	....	9 00
Clams (med.), per bbl.	....	9 00
FRESH FISH		
Haddock	0 09½	0 10
Steak cod	0 12	0 13
Market cod	0 08½	0 09
Carp	0 12	0 13
Dore	0 16	0 17
Lake trout	0 18	0 20
Pike	0 12	0 13
B. C. Salmon	0 22	0 24
Gaspereaux, each	....	0 07
Western Halibut	....	0 30
Eastern Halibut	....	0 30
Flounders	0 08	0 10
Perch	....	0 09
Bullheads	....	0 15
Whitefish	0 13	0 16
Whitefish (small)	0 09	0 09½
Eels	....	0 12
Mackerel (large), each	....	0 20
Mackerel (medium), each	....	0 15
Mackerel, per lb.	....	0 14

Live Hogs Have Reached $21 Level

Toronto.

PROVISIONS.—Live hogs, fed and watered, reached a new high level of $21 during the week. Shipments continue to come in slowly and eager buyers are ready to bid for all that are offering. Some improvement in receipts is anticipated when country roads are free from ice and mud and farmers can get to shipping points, but there is said to be a limited quantity available throughout the country, so prices are expected to remain at a high point.

Dressed meats have been influenced by the high prices on hogs and are being quoted on an average of about 2c per pound higher than prices prevailing last week. The demand is showing improvement. Prices now ruling are given herewith:

Hams—		
Medium	0 36	0 38
Large, per lb.	0 28	0 35
Backs—		
Plain	0 43	0 48
Boneless, per lb.	0 46	0 52
Bacon—		
Breakfast, per lb.	0 40	0 43
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 38½	0 42½
Dry Salt Meats—		
Long clear bacon, lb.	0 29	0 31
Fat backs	....	0 32½
Cooked Meats—		
Hams, boiled, per lb.	0 47	0 49
Hams, roast, without dressing, per lb.	0 48	0 50
Shoulders, roast, without dressing, per lb.	0 45	0 47
Barrel Pork—		
Mess pork, 200 lbs.	56 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs. weight	....	29 00
Live, off cars	....	21 25
Live, fed and watered	....	21 00
Live, f.o.b.	....	20 25

Supplies of Shortening Now Available

Toronto.

SHORTENING.—Shortening is now available in quarters which hitherto had been rather bare of supplies, and the range, in tierces, is down ¼c pound over last week's figures. A very firm undertone, however, is apparent and a good demand is being experienced. The demand is said to be improved on this commodity owing to the high prices now ruling on lard. There is a big spread in the prices between these two items, which has largely brought about the increased inquiry for shortening.

Shortening, tierces, 400 lbs., lb. 0 26 0 26¾
In 60-lb. tubs, ¼c per lb. higher than tierces: pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Wider Range Apparent in Lard; Advances Made

Toronto.

LARD.—Higher prices have reached the market on lard, and the general basis of quotations on pure in tierces is from 31c to 32c per pound. Pails take a ½c extra, or 31½c to 32½c per pound, but in some quarters pure in 20-lb. pails is being quoted at 30c per pound. Quotations on 1-lb. prints show a wide range of from 32c to 33½c per pound. No surplus stocks are reported, but supplies are equal to demands and orders are being filled in good time.

Lard, pure tierces, 400 lbs., lb. 0 31 0 32
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Shipments of Margarine Still Being Held Up

Toronto.

MARGARINE.—Shipments of margarine, which it had been hoped would be rolling towards Canada ere this, are awaiting the final O.K. of the powers that be, and no hope of any receipts for March are held out. No permits have yet been O.K'd releasing shipments, but the feeling exists that shipments may be expected about April 10. Of course, uncertainty has marked the course of margarine as regards imports and nothing definite can be expected until the permits are signed and delivered to the shippers. Even then the railroads may hold up shipments somewhat, but the greatest concern of the buyers just now is having the permits issued for the release of their orders.

Margarine—		
1-lb. prints, No. 1	$0 32	$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....
Solids, 1c per lb. less than prints.		

Butter Holding Firm; Good Demand Continues

Toronto.

BUTTER.—Little change has been apparent in butter during the week, though

a somewhat firmer undertone is evident. The range on creamery storage shows a narrower tendency in some quarters, prints being quoted at 49c to 50c per pound, and solids 48c to 49c per pound. Other figures show prices on prints as high as 52c and solids 50½c per pound. No change over last week's quotations on fresh-made creamery has been made, and dairy is also held steadily. The demand is very good, though some difficulty in getting express shipments away is reported owing to heavy demands on express companies to handle shipments of liquor, which are coming through in big volume.

Creamery prints, fresh made	0 52	0 53
Creamery solids, fresh made	0 49	0 50½
Creamery prints, storage	0 49	0 52
Creamery solids, storage	0 48	0 50½
Dairy prints, choice, lb.	0 40	0 46
Dairy prints, lb.	0 36	0 40

Eggs Slightly Easier: Improvement in Supply

Toronto.

EGGS.—A somewhat easier feeling exists in the egg market, the continued fine weather resulting in greatly increased production of Canadian eggs, and a decline in imports from the United States is reported. Prices show no change over last week's quotations, but further declines are not unexpected. The bad roads are keeping producers from marketing eggs as freely as might otherwise be the case, and difficulty in getting shipments handled by the express companies is being experienced. It is reported that 100 cases of eggs coming from Detroit took four days to reach destination, whereas under normal conditions 14 to 24 hours at the outside is all he time required. Eggs held up till Thursday when there was a decline to 45-46c per doz. loose. It is understood dealers have enough for holiday trade. The buying price for next week has declined 3-4 cents. Prices prevailing are as follows:

Eggs—		
New-laids, in cartons	0 45	0 46
Do., loose, doz.	0 46	0 48

Cheese Market in Favor of Buyer This Week

Toronto.

CHEESE.—A big movement of cheese is anticipated for this last week of the month, and a market distinctly in favor of the buyer is reported. To stimulate the demand and unload heavy stocks to the level prescribed by the Food Control Board, prices have declined about ¾c in some quarters, making the range in new large cheese from 22c per pound up. Prices are expected to react to former levels once the objective aimed at has been attained.

Cheese—		
New, large	0 22	0 23½
Old, large	0 23½	0 24½
Stilton (new)	0 25	0 27

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Quiet Marks Poultry Market; Receipts Light

Toronto.

POULTRY. — Nothing of moment marks the poultry market, quiet prevailing both as regards receipts and sales. Little live poultry is coming to hand. Live geese show a somewhat higher tendency in prices being paid in the range from 15c to 18c per pound, dressed remaining firm at 22c to 24c per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	$0 24-$0 25	$0 25-$0 27
Geese	0 15- 0 18	0 22- 0 24
Turkeys	....- 0 27	0 30- 0 35
Roosters	0 20- 0 22	0 22- 0 24
Hens, over 5 lbs.	0 28- 0 30	0 28- 0 30
Hens, under 5 lbs.	0 22- 0 27	0 24- 0 28
Chickens, 4½ lbs. up	0 25- 0 27	0 28- 0 33
Chickens, under 4½ lbs.	0 22- 0 25	0 26- 0 30
Squabs, dozen	....- 4 50	....- ....

Prices quoted to retail trade:

Hens	0 28-$0 35
Ducks	0 30- 0 32
Chickens	0 35- 0 38
Do., milk-fed	0 35- 0 39
Turkeys	0 39- 0 45
Geese	0 20- 0 27

Heavy Demand Manifest in All Lines Fish

Toronto.

FISH, OYSTERS.—A heavy demand exists for all lines of fish, and orders are going forward in good volume. Express shipments are being held up somewhat owing to heavy demands on express companies to take care of liquor orders, but the extension of time granted for delivery of these orders should benefit dealers in other lines in getting away their goods to the retailer. Supplies of fresh steak cod at 11c, fresh market cod, headless, at 10c, and fresh haddock at 10c per pound are available for the Easter trade. Practically no change in prices has been made over those prevailing last week, though a quotation on red spring salmon 2c lower than the lowest price ruling then shows a wider range now from 19c to 25c per pound. Quotations being made to the trade during the week are:

SMOKED FISH.		
Haddies, per lb., new cured	0 12	0 18
Chicken haddies, lb.	0 10½	0 13
Haddies,, fillets, per lb.	0 14	0 17
Ciscoes, per lb.	0 16	0 17
Kippered herring, per box	1 75	2 25
Digby herring, skinless, 10-lb.	2 20	2 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks	....	3 40
Acadia cod 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12½	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s	....	2 20
Salt mackerel, kits, 20 lbs.	....	4 50
Labrador salt herring, barrels	11 00	11 50
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs.	6 00	6 50
FRESH FROZEN SEA FISH		
Halibut, frozen	0 19	0 20
Salmon, Qualla, lb.	0 12½	0 15
Do., red spring	0 19	0 25
Do., Cohoe	....	0 20
Do., Restigouche	....	0 27
Haddock, headless and dressed, lb.	0 07	0 10
Herrings, frozen	0 08	0 10
Steak cod, lb.	0 09	0 10½
Haddock, market, lb.	0 7	0 08½
Cod, market, heads on, lb.	0 06	0 08½
Mackerel, frozen, lb.	0 10	0 12
Flounders, frozen	0 07	0 10
Tulibees, lb.	0 08½	0 09
Smelts, extras, lb.	....	0 22
Do., No. 1, lb.	0 12	0 16
Do., No. 2, lb.	....	0 12
FRESH FROZEN LAKE FISH		
Herring, Lake Superior, bags, lb.	....	....
Herring, Lake Erie, pan frozen	0 08½	0 10
Pike, dressed	0 10	0 11
Do., round	0 08½	0 09½
Whitefish, frozen	0 12½	0 13
Trout, lb., frozen	0 15	0 16
Mullets, frozen, lb.	0 06	0 07½
Yellow pickerel, frozen, lb.	0 12½	0 13
Oysters, per gal.	2 60	3 25
Blue points, bbl.	....	11 00
Malpeque, bbl.	....	14 00
Shrimps—		
No. 1, cans	....	1 60
No. 2, cans	....	3 10
No. 4, cans	....	6 00

Eggs Falling Fast, Expect to Touch 35c.

Winnipeg.

PRODUCE AND PROVISIONS.—The hog market stands at 20c, and the trade here consider this price in harmony with the Eastern market. They do not look for much variation in this price just now. Runs have been fairly liberal. There has been no radical change in provision prices, although packers state there should be an advance owing to the higher cost of hogs. Eggs.—Prices are getting lower every day. It is very possible that this week the market will remain steady because of Easter, but they look for a decline to around 35c before many days. Last weekend the trade were paying 38c-40c for fresh eggs. American eggs are off the market, the supply of Canadian eggs being very liberal. A car arrived in Winnipeg last week from Alberta. Creamery butter weakened last week, No. 1 selling at 48c, and No. 2 at 46c. Price will drop further with the increase in production. Fresh make is already coming along fairly well and is having its effect on the market. Dairy butter market is very weak on a packing stock basis; there is no Eastern demand. Margarine.—Sales of margarine are very heavy, and are having their effect on consumption of creamery butter. Prices for No. 1 margarine vary from 32½ to 34c.

Fresh Salmon Expected Before Long

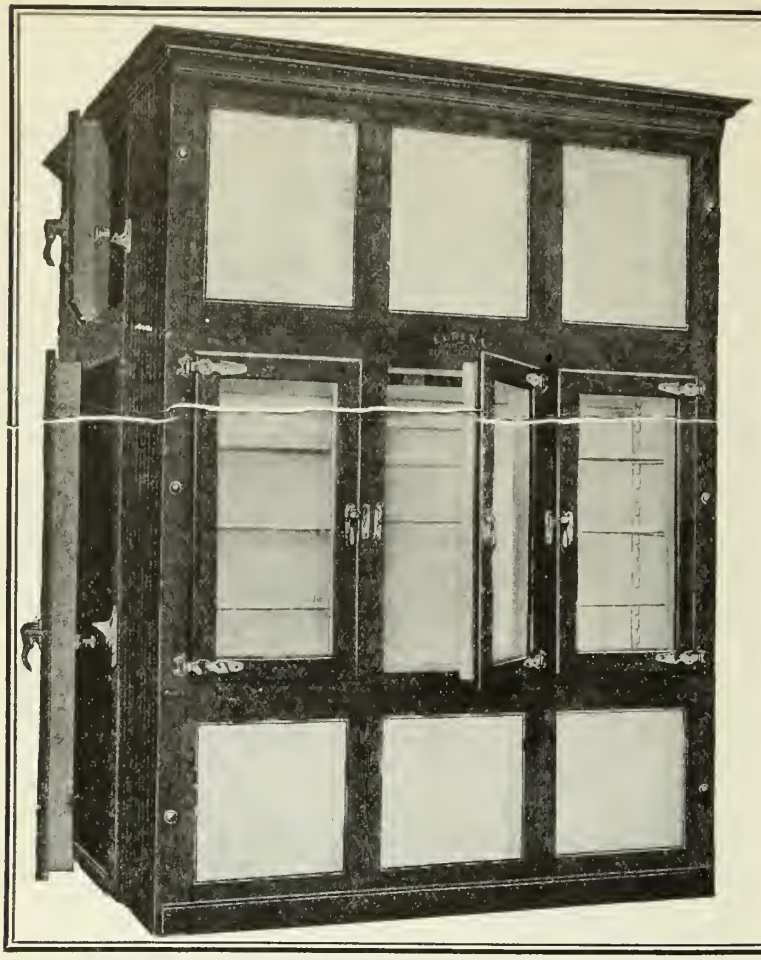
Winnipeg.

FISH AND POULTRY.—Fresh cod began to arrive last week, but quantities are still very limited. It is selling at 12c per lb., the same as frozen. There is plenty of frozen salmon on hand, but no sign of fresh salmon yet, although it is expected almost any day. All lines of fish are fairly plentiful. Kippers are now bringing $2.40 in boxes, bloaters $2.30. Skate wing is selling at 10c per lb. There is practically nothing doing in fresh poultry. One of the largest dealers states that he receives only about one coop a month, and suggests that farmers are keeping their hens for production purposes. This condition has been going on since early winter.

INCREASE PINEAPPLE CANNING IN BAHAMAS

Shipments of tinned pineapple in 1916 from the Bahama Islands were almost double those of the previous year. This export amounted to 38,807 cases during 1916, with a value of $53,575. compared with 21,756 cases, worth $27,073, in 1915. The flavor of the Bahaman pineapple is considered to be very choice.

Tinned pineapples were packed and exported in the following quantities and values during the last five years: In 1912, 27,536 cases, valued at $25,244; 1913, 31,192 cases, $30,283; 1914, 33,070 cases, $36,746; 1915, 21,756 cases, $27,073; and 1916, 38,807 cases, $53,575.



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EUREKA Butcher's Refrigerator

embodies every practical principle of refrigeration gained through our 31 years of experience in refrigerator making.

A Eureka in your store is a guarantee against loss through spoiled meats, fruits or other perishables.

And whatever your requirements may be we have a Eureka model just suited to your store.

Our experience is at your disposal in planning. Write us now. The Eureka catalog will help you decide.

It will be mailed free on request.

Eureka Refrigerator Co., Ltd.
11 Colborne Street, - TORONTO
Phone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

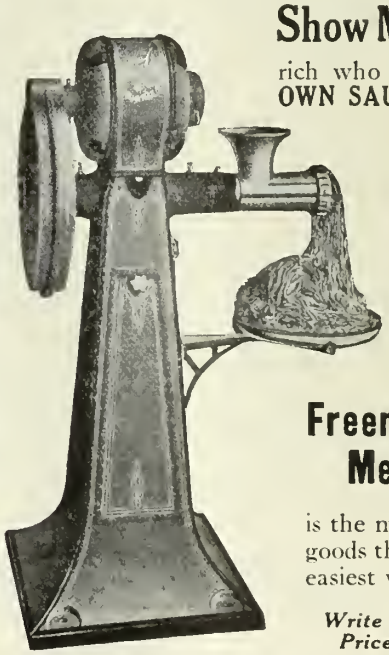
Easter

Let us have your orders for **Hams and Bacon** now. We will book your orders for Easter at present list prices.

F. W. FEARMAN CO.
Limited
HAMILTON

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who NEVER got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

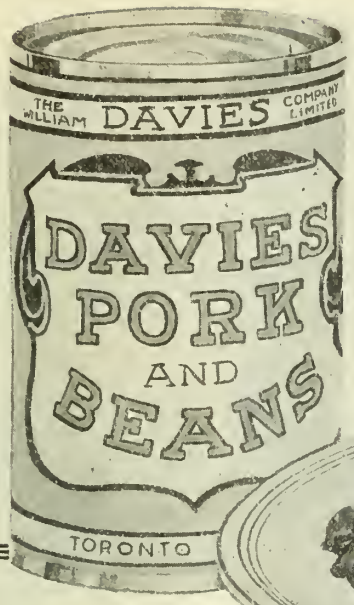
Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

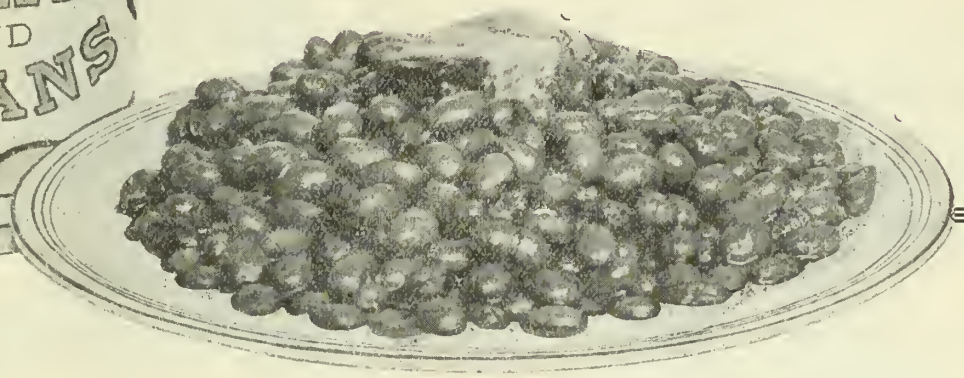
Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO
TORONTO—114 York St., Near King
MONTREAL—D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

If any advertisement interests you, tear it out now and place with letters to be answered.



FINE!



"Easy to Sell—but Hard to Beat!"

ILLUSTRATING a bright, quick seller, that's making a name for itself. Something good and appetizing—something nourishing and inexpensive — something that will move off your shelves in double-quick time and bring you quick profits and a welcome stream of "repeats."

Here's the line you want to stock! For a tempting, wholesome article of food at low cost, nothing meets the demand like—

DAVIES
Pork and Beans

A real quality product — prepared from choice, whole, hand-picked beans—put up in attractively labelled tins—selling at a reasonable price.

No chance of a product like this falling asleep on the counter! Here's a bright, on-the-job, wide-awake seller that's bound to bring you profit. Order to-day.

Sold in 1s (11 oz.) and 1½s (16oz.) Tins—Plain and with Tomato Sauce.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO **MONTREAL** **WINNIPEG**

If any advertisement interests you, tear it out now and place with letters to be answered.

The Brand that guarantees customer satisfaction

It is worth your while to acquaint every customer coming into your store with the delicious quality sea foods that are put up under the name

Brunswick Brand

Particularly should you recommend the **Brunswick Brand Kippered Herring**—the line of delicious, appetizing wholesomeness.

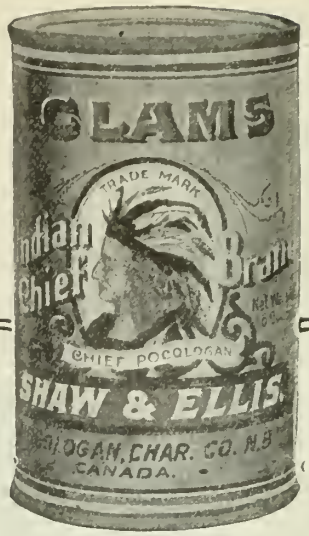
Brunswick Brand Sea Foods are selling more easily than ever now. The national food conservation campaign is swinging more and more people into the fish eating class and this together with the super-excellence of the brand is creating a strong demand for every one of the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

What lines do you require?

Connors Bros., Ltd.

BLACK'S HARBOR, N.B.



Every customer will like Indian Chief Brand Clams

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS

POCOLOGAN, N.B.

Showcases
Wallcases
Silent Salesmen
Counters
Shelving
Store Fixtures
of every description.

We have 35 years' experience at your service.

Anything from a common Two by Four to the finest Cabinet Work.

Let Us Hear From You.

G. W. Murray Co., Limited

WINNIPEG

The "tang" of the Sea

EASTERN BRAND LOBSTERS

Boost your Fish sales and help win the War. Boost EASTERN BRAND Lobster and win satisfied customers.

The Boys at the Front look for EASTERN BRAND Lobster Paste—It's great.

If your wholesaler hasn't a stock, write to-day to

Eastern Canada Fisheries, Limited
CORISTINE BLDG., MONTREAL

The above is actual size of Tin—$2.40 per dozen to retail at 25c. or 30c.

MAPLE

Paris 1900

Smalls Maple Butter, Molasses and Maple Syrup are standard in the markets of the world for nearly one hundred years.

ALL JOBBERS

SMALLS LIMITED
MONTREAL

Get the "Grocers' Encyclopedia"—

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.
A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

Price Prepaid $10.50.

Technical Book Dept.— MacLean Publishing Company
143-153 University Ave. - Toronto

A Good Repeater –

Holbrook's

Imported

Worcestershire Sauce

We can still supply our patrons with this delicious sauce at prices based on pre-war conditions.

Why not order a stock now? Its quality will satisfy particular people.

We also supply:—
Imported English Malt Vinegar, Sardines, French Olive Oil, Custard Powders and Flavor, Health Salts, Ground Rice, Rice Flour and Potato Flour.

ROSE'S LIME JUICE

The Original and Genuine Brand

Here is a grand line to push during the coming summer. The demand for good temperance drinks will be bigger than ever. Rose's Lime Juice has been a leader and a favorite for over half a century.

And it is a good money-maker.

Holbrooks, Ltd.

Toronto and Vancouver

FISH

Lake Superior Herring in kegs half-kegs and pails.

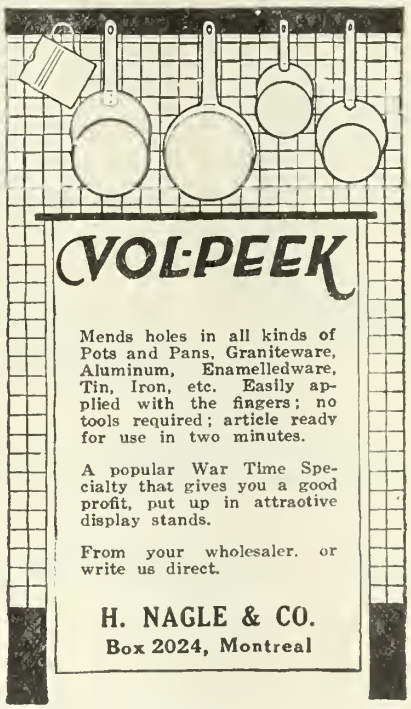
APPLES

Nova Scotia stock and Georgian Bay brand, Ontario stock.

Write us to-day

Lemon Bros.

OWEN SOUND, ONT.



VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelledware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.

Box 2024, Montreal

When answering Advertisements please mention Canadian Grocer

Imports may be restricted from States

American made luxuries may not be allowed into Canada—Business Must be prepared for Adjustments.

"Relations with the United States are a vital factor in the business situation at the present time. The exchange problem has become one which is receiving the serious consideration of the Government."

Late reports from Ottawa indicate that in order to right our balance of trade, steps may be taken to curtail shipments of luxuries from the States into Canada.

Canada's Dollar at a Discount

These important points are from the front page of THE FINANCIAL POST this week. In another important article on the same page the statement is made that a minus balance of 428 million dollars is a prime cause for the existing heavy discount on the Canadian Dollar in the United States. In both articles, and in many other important business articles in THE FINANCIAL POST this week, the inevitable need for far-reaching readjustments in business, and the paramount necessity for more production in the Dominion are emphasized. For the business man anxious to keep pace with and profit by the unusual and rapid developments now taking place THE FINANCIAL POST at $3.00 per year, is the right paper to read.

Business News of the Week

In this week's issue of THE FINANCIAL POST you will find in addition to the important matters mentioned above, these other business news articles. All are written to give you the most and latest facts quickly and with the least effort in reading. These are merely a few of the news matters dealt with:

Would Scrap Management of Toronto Rails
Big Profits for Canadian Car Co. This Year
C.P.R. Assets Pass Billion Dollar Mark
Farm Products Are on Higher Price Levels
Eastern Steel Made No Profit on Mnnitions
Developments re the Dominion Permanent
Supremacy of the Bank of Montreal Maintained
Bank Clearings Show Improvement
Bank Plans re Conscription Being Discussed
Edmonton Not Allowed to Recalculate Sinking Fund
Winnipeg Rails Showed Only 1 Per Cent. on Common

The business man able to give an opinion from knowledge of the facts of these matters and many others of immediate business interest which are contained in this week's FINANCIAL POST would be recognized at once as an alert man of affairs. You can be that man every week in the year if you take the right step now by signing this order for THE FINANCIAL POST:

The MacLean Publishing Co.,
153 University Ave., Toronto.

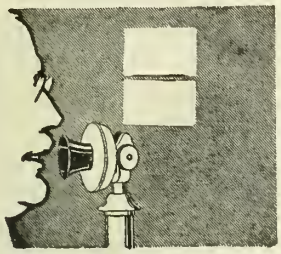
Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

Name .....

Address .....

C.G. 3E

If any advertisement interests you, tear it out now and place with letters to be answered.

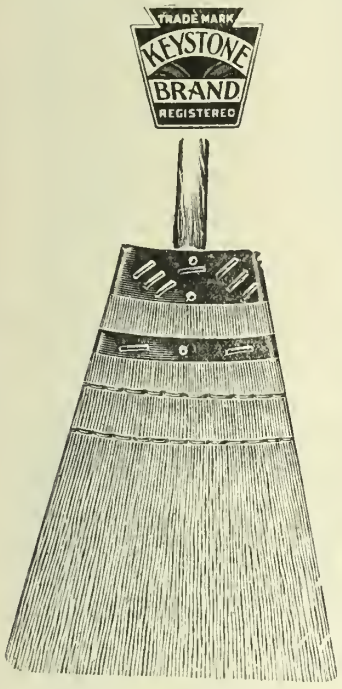


Face Your Telephone

and speak **distinctly and directly into the mouthpiece.** The person you are speaking to will have no trouble in hearing and understanding you no matter how far away he may be.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent."



8 Styles to choose from

We build the Keystone Metal Case Broom with a thorough knowledge of what is required in factories, railways, foundries, etc.

Keystone Brand

Made in various weights, all corn, or corn and bamboo. Cannot be pulled or broken from the heavy Maple handle.

Write for prices, etc., to

STEVENS-HEPNER CO., LIMITED
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

IT'S THE REAL MACKAY

Are you selling **MacKay's Pearl Barley Flour?**

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily - digested food for Infants, Invalids, Aged People and Nursing Mothers.

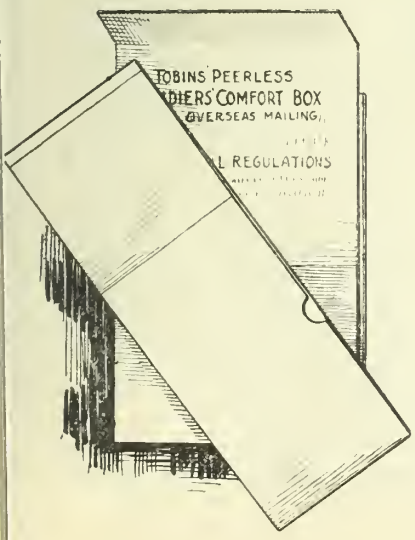
For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



HIGH-GRADE SPECIALS IN OVERSEAS TRADE

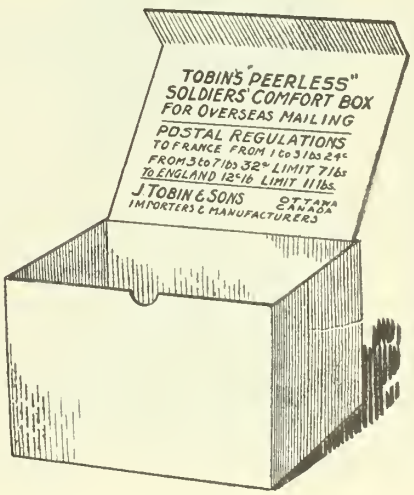
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES know these boxes so well that they buy them in thousands every day. They have stood the test so many times, and brought back scores of souvenirs of the battlefield, that they have become a by-word of excellence, and nothing else will do.

They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND —the boys get these boxes. 2 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.


TOBIN'S PEERLESS"
SOLDIERS' COMFORT BOX
FOR OVERSEAS MAILING
POSTAL REGULATIONS
TO FRANCE FROM 1 to 3 lbs 24c
FROM 3 to 7 lbs 32c LIMIT 7 lbs
TO ENGLAND 12c 16 LIMIT 11 lbs.
J. TOBIN & SONS OTTAWA CANADA
IMPORTERS & MANUFACTURERS

Saves Money
Saves Time
Saves Waste
Better than Eggs

POPULAIRE'S EGG POWDER

Good Profits
Steady Sales
Pleased Customers
No Loss

The Imperial Co. Reg'd
645 St. VALIER STREET, QUEBEC, P.Q.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain. 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family. Tomato Sauce, $2.80 doz.; Family. Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb. ....
In cases 12—12 lb. boxes to case ....

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
COCOA

Empire Breakfast Cocoa, 2 doz. in box, per doz.	$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

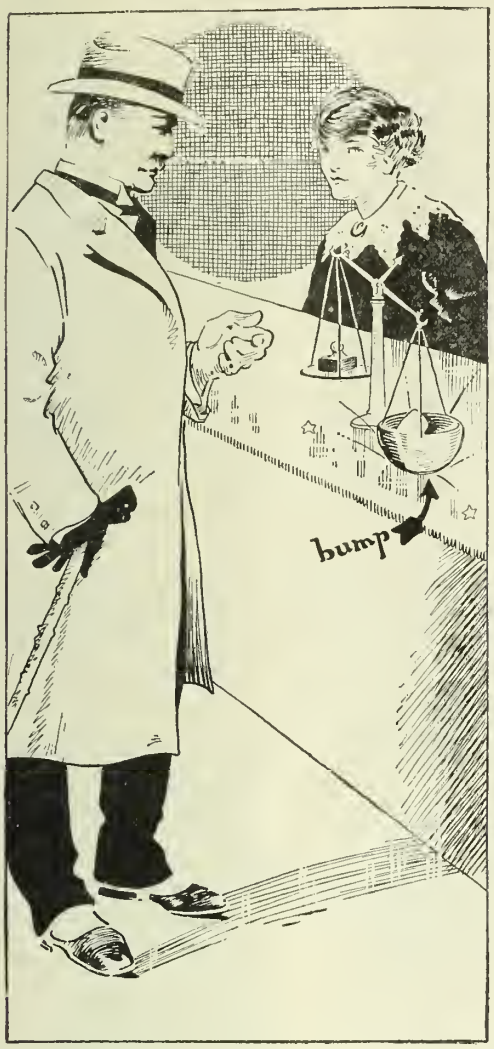
Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90

Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½lb. packages, 2 and 4 doz. in box, per doz.	1 80

Chocolate Confections—	Per doz
Maple Buds, 5-lb. boxes	$0 39
Milk medallions, 5-lb. boxes.	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolates ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

The Widow's Mite

or why she nearly failed.



Mr. Harding was a wholesale grocery traveller. He died. After his estate was settled up his widow had about $1,400 in hand.

Upon her request Harding's late employers assisted her in opening up a small but nicely stocked grocery.

Trade developed. Her stock moved more briskly month by month—yet at the end of two years Mrs. Harding was facing bankruptcy.

The wholesale grocer was interested sufficiently to try and help her. He sent an expert to study her methods.

In a week he found and stopped the leak. It was simple. **Mrs. Harding was guessing at the weight.**

Often when a customer came for half a pound of something she would weigh from a quarter to half an ounce overweight and never charge for it.

In fact she couldn't charge because she didn't know how much overweight she was giving.

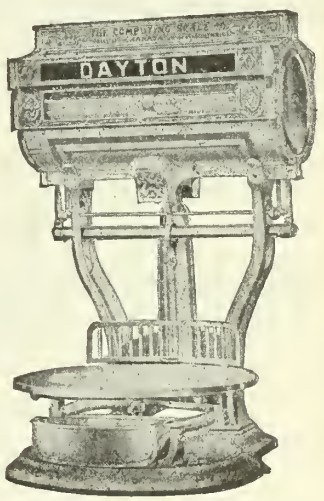
Gently and firmly, however, the expert showed her why she was failing, ordered a Dayton Automatic Scale for her and showed her how to use it, for her customers' as well as her own benefit. To-day she has a thriving and profitable business.

Dayton Automatic Scale

Just ask yourself—how much overweight are YOU giving away each week—and make up your mind to stop it.

The Dayton Automatic shows you the absolutely correct weight and price instantly. You **need** that information a hundred times a day.

Send for our latest folders.



Dayton Computing Scales

Royce and Campbell Avenues, TORONTO, ONT.

The International Business Machines Co. Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders, and Hollerith Electric Tabulating Machines.

If any advertisement interests you, tear it out now and place with letters to be answered.

Don't Let Her Go Elsewhere for Them

Right in line with your trade are these soap dyes which clean and dye at the same time. They are in great demand wherever displayed, for every patriotic woman is doing her best to save wool and save cotton—is making the most of her old clothes by cleaning and dyeing them.

Sunset Soap Dyes

will add a generous profit and quick turnover to your business. These dyes can be used on any cotton, linen, silk or wool fabric and come in all popular colors, so that they find many uses in any home. They retail at a popular price and you can order a gross (assorted colors) with the assurance that a small counter display will sell them.

For prices and trade discounts write—

Canadian Distributors:

HAROLD F. RITCHIE & COMPANY
LIMITED
TORONTO : ONTARIO

Manufactured by

SUNSET SOAP DYE CO., Inc.
NEW ROCHELLE, NEW YORK

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	$8 75
Reindeer Brand, each 48 cans	8 45
Silver Cow, each 48 cans	7 90
Gold Seal, Purity, each 48 cans	7 75
Mayflower Brand, each 48 cans	7 75
Challenge Clover Brand, each 48 cans	7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 40
Jersey Brand, Hotel, each 24 cans	6 40
Peerless Brand, Hotel, each 24 cans	6 40
St. Charles Brand, Tall, each 48 cans	6 50
Jersey Brand, Tall, each 48 cans	6 50
Peerless Brand, Tall, each 48 cans	6 50
St. Charles Brand, Family, each, 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60
Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 75
Reindeer Brand, "Small," each 48 cans	6 00
Regal Brand, each 24 cans	5 40
Cocoa, Reindeer Brand, large, each 24 cans	5 75
Reindeer Brand, small, 48 cans	6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per case
Carnation, 16-oz. talls (48 cans per case)	$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

W. CLARK, LIMITED
MONTREAL

Assorted meats, 1s, *$4.25.
Compressed Corn Beef—½s, *$2.90; 1s, *$4.25; 2s, $9; 6s, $34.75; 14s, *$75.
Lunch Ham—1s, *$4.25; 2s, $8.
Ready Lunch Beef—1s, *$4.25; 2s, $9.
English Brawn—½s, $2.50; 1s, $3.50; 2s, $8.50.
Boneless Pigs' Feet—½s, $2.50; 1s, $3.50; 2s, $8.50.
Roast Beef—½s, $2.90; 1s, $4; 2s, *$8.85; 6s, $34.75.
Boiled Beef—1s, $4; 2s, $8.85; 6s, $34.75.
Jellied Veal—½s, $2.90; 1s, $4.25; 2s, $9.
Corned Beef Hash—½s, $2; 1s, $3.50; 2s, $5.50.
Beefsteak and Onions—½s, $2.90; 1s, $4.25; 2s, $8.50.
Cambridge Sausage, 1s, $4; 2s, $8.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $2.35; 1s, $3.35; 4s, $20.
Sliced Smoked Beef, glass, ¼s, $1.75; ½s, $2.75; 1s, $3.50.
Tongue, Ham and Veal Pate, ½s, $1.95.
Ham and Veal Pate—½s, $1.95.
Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s, 70c. ½s, $1.35.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s, $2. $7.50; 1½s, $12; 2s, $15.50; 2½s $17.50; 3s, $19.00; 3½s, $20.50. 6s, $45.00.
Mincemeat, in tins, 1s, $2.70; 2s, $3.80; 5s, $12.
In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
In 50-lb. Tubs, 17c lb.
In 85-lb. Tubs, 16½c lb.
Clark's Peanut Butter—Glass Jar, ¼, $1.22; ½, $1.70; 1, $2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb pails, 24c.
Clark's Tomato Ketchup, 8-oz., $2.25; 12-oz., $2.80; 16-oz., $3.50.
Pork and Beans, Plain (pink label). Talls, ind., 85c; 1s, $1.15; 1½s, $1.60; 2s, $1.75; 2s flats, $2.45 3c, talls, $2.75.
Pork and Beans, Tomato Sauce, blue label. Individuals, 95c doz. 1s, $1.25; 1½s, $1.85; 2s, $2; 3s talls, $3.20; 3s flat, $2.90.
Pork and Beans, Chili (red and gold label), individuals, 95c; 1s, $1.25; 1½s, $1.85; 2s, tall, $2; 3s, flat, $2.90.
Vegetarian Baked Beans, Tomato Sauce, 2s, talls, $2.
Clark's Chateau Chicken Soup, $1.75.
Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, $1.25.
No. 1 assorted, $1.30; No. 2 assorted, $1.30.
Spaghetti with Tomato and Cheese, ½s, $1.30; 1s, $1.75; 3s, $2.90 doz.
Fluid Beef Cordials, 20-oz. bottles 1 doz. per case, at $10 per doz.; 10-oz. bottle, $5.
Canadian Boiled Dinner, 1s, $2.50; 2s, $5.95.
English Plum Pudding—½s, 1s, 2s.
Ready Lunch Veal Loaf—½s, $1.95. 1s, $3.90.
Ready Lunch Beef Ham Loaf—½s, $1.95; 1s, $3.90.
Ready Lunch Beef Loaf—½s, $1.95 1s, $3.90.
Ready Lunch Assorted Loaves—½s, $2.00; 1s, $3.95.
Geneva Sausage—1s, $4.25; 2s, $8.25.
Roast Mutton—1s, 2s, 6s.
Boiled Mutton—1s, 2s, 6s.
Cooked Tripe—1s, $2.50; 2s, $4.25
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.00; 2s, $7.00
Minced Collops—½s, $2.00; 1s $3.25; 2s, $6.00.
Sausage Meat—1s, $3.50; 2s, $6.50
Jellied Hocks—2s, $3.00; 6s, $25.00
Irish Stew—1s, $3.50; 2s, $5.50.
Boneless Chicken—½s, $5.00; 1s, $9.00.
Boneless Turkey, ½s, $5.90; 1s, $8.95.
Lunch Tongue—½s, 1s, 2s.
Tongue, Lunch—1s.
Ox Tongues, in tins, ½s, $3.75; 1s, $7.50; 1½s, $12; 2s, $15.50; 2½s $17.50; 3s, $19; 3½s, $20.50; 6s, $45.
Chateau Brand Pork and Beans, Tomato Sauce—Individual, $1.10; 1s, $1.60; 2s, $2.30; 3s, $3.50; individual, 95s; 1s, $1.50; 2s $2.05; 3s, $3.25, Plain Sauce.
Smoked Sausage, Vienna style—½s, $1.95.
Pate de Fois—¼s, 65c; ½s, $1.30
Lunch Tongue, in glass, 1s.
Ox Tongues, glass, 1½s, $14; 2s, $17.
Mincemeat, in glass—1s, $3.25.
Brisket Beef, in glass—1s.
Chicken Breasts, in glass—1s.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$ 2 20
D. S. F., ½-lb.	4 20
D. S. F., 1-lb.	8 10
F. D., ¼-lb.	1 40
	Per jar
Durham, 1-lb. jar, each	0 50
Durham, 4-lb. jar, each	1 75

PROF. JOHN M. SMITH
of Grinnell College
Writes from the trenches:

"From my shelter, I might say from the Rats' Club, but I do not want to put on airs, I am very happy despite the rats, the rain, the mud, the draughts, the roar of the cannon, and the scream of the shells. 'like the last wail of lost souls.'

"My underground dwelling lacks light and above all a stove. I sleep on a stretcher hung from the ceiling over which runs a road whereon all night long troops march, munition trains, and great guns roll, creaking and grinding over the stones of the way. Nevertheless, I sleep very well, provided a stretcher bearer does not call me because some poor 'poilu' must be taken to the hospital, or the rats do not grow too noisy.

"It takes only a minute to light my little oil heater and make some G. Washington's Coffee. If I knew the name and address of the good man who invented the coffee I should write him a letter of thanks and another to Mr. Campbell who makes the soups. Every night I offer up a special petition to the health and well being of both, thanks to whom I go to sleep warm and comfortable."

Many others write "G. Washington's' Refined Coffee is worth its weight in gold."

G. Washington's Refined, Soluble Coffee, adds to the comfort and relieves the fatigue of the men in the trenches. Please feature it to those having relatives and friends in the service.

Write

Edmund Littler

169 William Street, Montreal, Quebec

for particulars and advertising matter.

BULL DOG BRAND
We Clean up Everything
Chloride of Lime
KEEP IN A DRY PLACE
MANUFACTURED BY
The JOHN B. PAINE CO., Limited, Toronto

There's Quality and Quantity in "BULLDOG" CLEANERS

The exacting chemical supervision under which they are produced is a thorough guarantee of good quality in every "Bulldog" Cleaner.

Attractively labeled generous sized packages attract attention and make sales easy. And every sale is a "repeat" getter.

Grocers everywhere are making good profits pushing the 19 "Bulldog" Cleaners.

Be one of them.

The John B. Paine Co., Limited

MANUFACTURERS

Factories at Toronto and Winnipeg

An increasing call

for Marsh's Grape Juice bears evidence to the fact that this Pure Concord Product merits the public's favor.

You should keep your stock displayed and get your share of the demand.

The Marsh Grape Juice Company

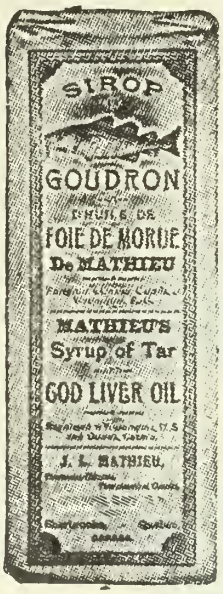
Niagara Falls - Ontario

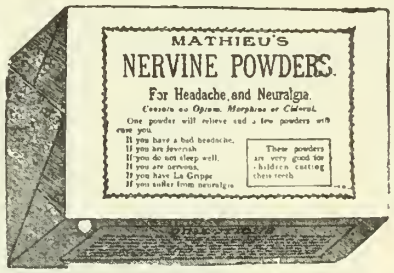
MacLaren Imperial Cheese Co., Ltd.

Ontario

Rose & Laflamme, Ltd.

Montreal, Que.





Are you selling them?

MATHIEU'S

Syrup of Tar

and

"Nervine Powders"

are thoroughly dependable. They always give excellent results—their quality reputation backs up your selling efforts.

A trial supply displayed in your store will connect you with this profitable extra business.

Recommend the Mathieu lines always.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE, QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

A big summer favorite—

ROYAL SALAD DRESSING

Though a good seller the year round, this delicious Salad Dressing is particularly popular during the Summer months.

Look over your stock now and be sure you are well supplied.

Royal Salad Dressing is guaranteed to keep good down to the last drop.

Horton-Cato Mfg. Co.
WINDSOR, ONT.

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$4 00
Lemon, 2 dozen	2 00
Orange, 2 dozen	2 00
Raspberry, 2 dozen	2 00
Strawberry, 2 dozen	2 00
Chocolate, 2 dozen	2 00
Cherry, 2 dozen	2 00
Vanilla, 2 dozen	2 00

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS.

Assorted case, 2 dozen	$2 70
Chocolate, 2 dozen	2 70
Vanilla, 2 dozen	2 70
Strawberry, 2 dozen	2 70
Lemon, 2 dozen	2 70
Unflavored, 2 dozen	2 70

Weight, 11 lbs. to case. Freight rate, 2d class.

KLIM

Hotel size, 6 10-lb. tins to case	$15.50
Household size, 1-lb., 24 to case	6.30
Sample size, 4-oz., 48 to case	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09½
40 lbs., 1 lb. pkg., White Gloss	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10½
100-lb. kegs, No. 1 white	.10
200-lb. bbls., No. 1 White	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12½
100 lbs., kegs, Silver Gloss, large crystals	.10½
40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.50

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure Corn	.10
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.18

(20 lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec.

Laundry Starches— Canada Laundry	$0 09½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	1 10
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	0 10½
Barrels, 200 lbs.	0 10
Kegs, 100 lbs.	0 10
Lily White Gloss— 1-lb. fancy carton cases, 30 lbs.	0 11
8 in case	0 12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	0 12½
Kegs, extra large crystals, 100 lbs.	0 10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 25
Celluloid Starches— Boxes containing 45 cartons, per case	4.50
Challenge Prepared Corn— 1-lb. pkts., boxes of 40 lbs.	0.10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.65
5-lb. tins, 1 doz. in case	5.20
10-lb. tins, ½ doz. in case	4.95
20-lb. tins, ¼ doz. in case	4.90

(Prices in Maritime Provinces 10c per case higher).

Barrels, about 700 lbs.	$0.07
Half bbls., about 350 lbs.	0.07¼
¼ bbls., about 175 lbs.	0.07½
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.15
5-lb. tins, 1 doz. in case	5.70
10-lb. tins, ½ doz. in case	5.45
20-lb. tins, ¼ doz. in case	5.40

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup 2-lb. tins, 2 doz. in case	$5 50
Barrels, per 100 lbs.	8 00
½ barrels, per 100 lbs.	8 25

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats— 1 lb.	$4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	.90
Card Outfits, Black and Tan	3.50
Metal Outfits, Black and Tan	4.50
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 8½s, lb.	$ 0 65
Bobs, ⅛s	0 64
Currency, 8s	0 62
Stag Bar, 8s, boxes 5 lbs.	0 61
Pay Roll, thick bars, 1-10s	0 80
Pay Roll, plug, 10s and 6-lb. caddies	0 80
Shamrock 9s, ½ cads., 12 lbs., ¼ cads., 4 lbs.	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 93
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb. humidors	1 15
Master Workman, 10s, 2 lb. cartons	0 80
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	0 79
Derby 8½s, ½ butts, 8½-lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 97
Fig Leaf, 8s	0 64
Old Kentucky (bars), 6½s, boxes, 6 lbs.	0 80
Queen's Navy (bars), 6½s, 5½-lb. boxes	0 72
Walnut, 9s	0 70

If any advertisement interests you, tear it out now and place with letters to be answered.

"It Looks Like a Real Famine"

NOT a food famine, Mr. General Merchant—a needle famine. Sewing needles, knitting needles, even pins are getting so scarce that dealers are strongly advised to secure all the supplies they can and even to limit sales of needles to a very few to each customer. The war's effect on the steel markets is of course at the root of this needle shortage.

MAY AFFECT DRESS GOODS DEMAND

Though needles don't bulk very largely in your turn-over, still the shortage of needles has a serious bearing on your merchandising business. If women can't get the sizes of needles they like to use, the dress goods and piece goods counter returns may suffer. Therefore take care of your needles—both orders and sales—from now on, for as the Market Editor of DRY GOODS REVIEW says, "It looks like a real famine in needles."

STYLE NEWS, STYLE VIEWS, MARKET FACTS

Many merchants throughout Canada contribute to the March number of DRY GOODS REVIEW their practical experiences in settlement of "short-shipments" and similar delivery problems.

The way to get the best results from newspaper advertising (with examples of ads.) forms another feature.

First rate expert aid in preparing Easter show cards, Easter window trims, Easter displays within the store is provided for you. Spring Openings in Fashion's centres are fully described and illustrated.

The ready-to-wear department is notably interesting — early Summer styles are indicated. The whole range of the dry goods market is thoroughly dealt with in up-to-the-minute manner giving facts that mean money to the retail merchant running a dry goods business.

"DRY GOODS REVIEW IS MOST HELPFUL TO US"

I. L. Matthews & Co., Dept. Store, Port Arthur, Ont., write:—"We consider that it is essential for every merchant to take at least one trade journal, and the one that has been most helpful to us is DRY GOODS REVIEW. Each month we receive therein very valuable suggestions along lines of daily experience; and by keeping well posted on the markets, and closely following the manufacturers who advertise with you, we are enabled to buy at distinct advantage from year to year."

DRY GOODS REVIEW WILL BE MOST HELPFUL TO YOU

This advantage for you in buying for your dry goods department is well worth having in these days. You know how CANADIAN GROCER market news helps. DRY GOODS REVIEW is every bit as helpful for the dry goods and ready-to-wear dept. of your business. DRY GOODS REVIEW (monthly) costs only $2.00 a year. To make this paying investment of a very small sum you have only to fill up the coupon below.

THE MACLEAN PUBLISHING COMPANY,
153 University Avenue, Toronto.

Send me DRY GOODS REVIEW every month, beginning with the March (EASTER) number. I will pay you subscription price, $2.00 per year, on receipt of bill.

Name.....

C.G. 3D. Address.....

Mail in Open Envelope for One Cent.

If any advertisement interests you, tear it out now and place with letters to be answered.

ESTABLISHED 1902

Phones:
Office, Main 1769
Shipping Dept.
Main 1769

McBRIDE BROS.

35 Church Street,
TORONTO

Our Motto:
Quality First

Wholesale dealers in all kinds of foreign and domestic fruits—Oranges, Lemons, Grapefruit, Bananas, etc.

Our shipping department, which has been under the supervision of our Mr. O. E. Stringer for the past week is now up-to-date in every respect. You can rest assured that your order will be filled with the greatest care.

We have been fortunate in securing for this week's business a car of Florida Valencias which are, we think, better than Navels. For price see our weekly list.

Write us. Or phone at our expense, your order. Satisfaction guaranteed.

WETHEY'S MINCE MEATS

WHETHER IN

Bulk or Cartons

ARE THE

Best Values on the Market

Order from your jobber

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England. 688

If any advertisement interests you, tear it out now and place with letters to be answered.

Strawberries

Tomatoes

Now arriving from the South in car lots

Cabbage - Celery - Cauliflower

WHITE & COMPANY, LIMITED

Toronto

Arriving This Week

One Car

Fancy California Lemons.

Fresh Cars

Finest California Celery.
New Florida Cabbage.
Full Supply California Navels.
Florida Pineapple and Valencia Oranges.

Fresh Arrivals

Fancy Western Box Apples.
Also Several Cars Nova Scotia Apples in Barrels at Attractive Prices.

Fish for Friday

All the Best Varieties: Fresh, Frozen, Salted, Smoked.
Rhubarb, Lettuce, Tomatoes and other Green Stuff for Easter.

DUNCANS LIMITED

North Bay, Sudbury, Cobalt, Timmins

Extra Fancy

Florida Cabbage
California Celery
Florida Grape Fruit
Bananas

STRAWBERRIES

and all other kinds of Early Fruits and Vegetables Arriving Daily.

Send us your orders.

HUGH WALKER & SON

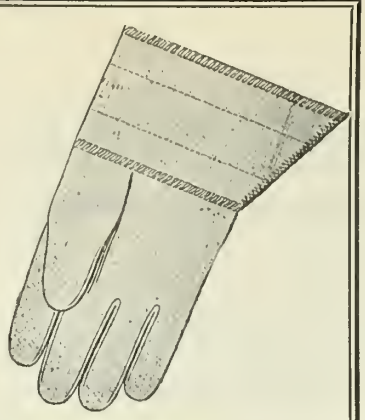
GUELPH, ONTARIO

Established 1861

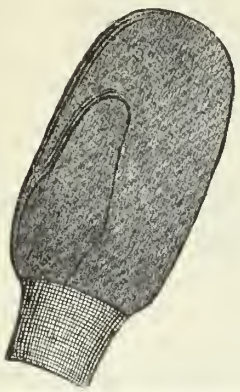
If any advertisement interests you, tear it out now and place with letters to be answered.

Every Man In Your Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED TRADE MARK BRAND



Ask Your Jobber

TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

The American Pad and Textile Company
Chatham, Ontario

LICORICE

Owing to the critical situation in the Licorice industry occasioned by the scanty importations of Licorice Root and the unparalleled advances in the cost of same, due to war conditions, we have found it necessary to conserve our stocks and confine the sale of our Y & S brand of STICK LICORICE to the new 10c carton package *only*. These will contain 30 individual cartons to box; 20 and 32 boxes to case. Deliveries beginning about the middle of December.

National Licorice Company
MONTREAL, CAN.

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Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

BUSINESS FOR SALE

FOR SALE—GROCERY BUSINESS; ABSOlutely the most up-to-date store in Western Ontario city with population of about 15,000, doing a good business. Owner has other interests. Apply Box 286, Canadian Grocer.

A NO-CREDIT GENERAL STORE BUSINESS of 23 years' establishment, with store, house, stable and warehouse all about or good as new. Situated in Annapolis Valley, Nova Scotia. Address Box 288, Canadian Grocer.

GENERAL STORE BUSINESS — WESTERN Ontario village; $7,000 stock in best condition, 95c; brick store. Have been in business here for 25 years. Steady, comfortable living. Apply Box 284, Canadian Grocer.

GENERAL STORE BUSINESS IN ALGOMA District, on shore of North Channel; 27 years' standing. Good, clean, up-to-date stock of about $8,000. Good country trade. Owners have other interests. Apply Box 291, Canadian Grocer.

ONE OF THE FINEST GENERAL STORE businesses in the Province of N.B., located on main line of railway, in best farming district; nice village; big business. Reason for selling, closing up an estate. Address Box 44 M.G., care Canadian Grocer, Toronto.

AGENCIES WANTED

TO MANUFACTURERS—WE SELL ON COMmission: (1) Direct and exclusively to wholesalers; (2) Direct to the retailers. Our territory is the Eastern Townships of Quebec, with office in Sherbrooke. If interested in a good selling organization, write us. The Johnston Brokerage & Drayage Company, P.O. Box 357, Sherbrooke, Que.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

SITUATIONS WANTED

RETURNED SOLDIER WHO HAS HAD 9 years' grocery experience, desires position. Can furnish first-class references. Apply Box 287, Canadian Grocer.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MISCELLANEOUS

GROCERS — INCREASE YOUR PROFITS selling Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories: Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

EXPERT TEA MAN WANTED

by New York tea packer. One with practical experience in the blending of Ceylon and India tea. Give business record fully; also essential personal information including nationality, age and draft liability.

ADDRESS

Tea Packer, Canadian Grocer
153 University Ave., Toronto. Ont.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
½-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON - ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.
We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers Ho-Mayde Products Co. TORONTO
Western Agents C. & J. Jones WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prairie FIRE PROOF PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 49 St. Alexander St., Montreal.

WRITE TO-DAY

PAPER BALERS

All-Steel "Fireproof"
Made in 12 sizes.
Send for catalog.
Climax BalerCo.
Hamilton Ontario

TANGLEFOOT

The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

It will not cost you one cent unless we collect

Your old accounts can be collected. The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect.
Our proposition is a good one.
WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.
The Nagle Mercantile Agency
Westmount, Que. (Montreal)

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

This paper circulates in every province, is the best authority in the grocery trade, and so is read by those who want to know; that is why it pays to advertise in CANADIAN GROCER.

The Great Business of Selling

MULTIPLYING users of your product, commodity or service—this is your great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.

Use them for Prestige.

In Canada, the one conspicuous magazine is

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established
Can you name a better?
The conclusion is plain.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

KING GEORGE'S NAVY

CHEWING TOBACCO

Asked for by men "who are wise"

Discriminating men—men who seek for and insist upon getting a better chewing tobacco—are staunch admirers of King George's Navy, the chewing tobacco that is different.

Dealers selling this line find it a sure repeater and a good profit-maker.

Order from your wholesaler.

Rock City Tobacco Co., Ltd.

The Submarine Menace

necessitates the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

Poultry Foods, Canary and Parrot Mixtures

pending the removal of the embargo, can be obtained from

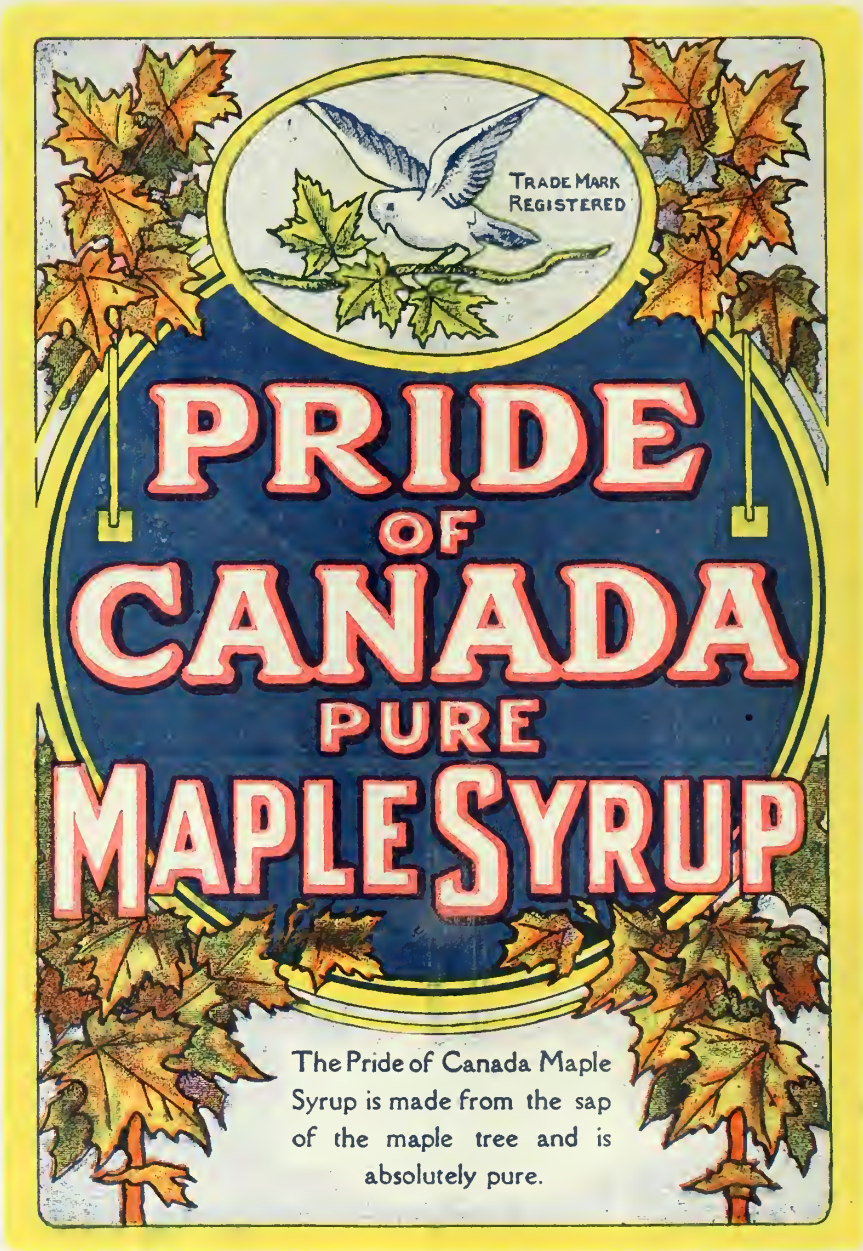
SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited, 24-25, Fenchurch Street, E.C. 3.

When in need of

Wrapping Paper
Twines & Cordage
Brooms Brushes Baskets
Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg



Put up only by the

Maple Tree Producers Association

LIMITED

OFFICE: 58 Wellington Street, MONTREAL

Agents: W. L. Mackenzie & Co., Ltd., Winnipeg, Calgary, Edmonton, Regina, and Saskatoon. Oppenheimer Bros., Ltd., Vancouver, B.C. S. H. P. Mackenzie, 33 Yonge St., Toronto. J. W. Gorham & Co., Halifax, N.S., and Canadian Maple Products Co., Ltd., London, England.